



## In Sri Lanka, Violence Leaves Its Scars

No Man's Land Separates Warring Ethnic Communities in North

By Allen Nachman

*Agency France Presse*

KILINOCHCHI, Sri Lanka — A trip into northern Sri Lanka revealed a countryside scarred by Tamil separatist violence, police stations resembling fortresses and people fearful of attack from guerrillas or government troops.

A foreign journalist traveled by bus from Anuradhapura, the holy city of the Sinhalese majority in central Sri Lanka, to Vavuniya, a town on the rough demarcation line between the Sinhalese areas and the Tamil north.

The trip ended beyond Vavuniya, at Kilinochchi, 25 miles (40 kilometers) south of the Jaffna Peninsula, which has been the scene of some of the worst violence between Tamil guerrillas and the security forces.

A policeman at a roadblock displayed a copy of an official order barring foreigners from the far north.

Even without going as far as Jaffna, the main Tamil city at the

tip of the island, there are marks of the separatist violence, in which several hundred people have died in the last year. The violence has flared again since last month, when Indian-sponsored peace talks in Colombo between the Tamil guerrillas and the Sri Lankan government collapsed.

The bus from Anuradhapura no longer goes all the way to Vavuniya. Passengers must walk the final four miles through a narrow strip separating the two warring communities.

The road is studded with potholes deep enough to bury a sack of blasting compound, the preferred weapon of Tamil guerrillas. Strung with wire to the surrounding jungle, the explosive can be detonated by a concealed insurgent as a bus or army truck passes.

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rival communities, the Buddhist Sinhalese and the Hindu Tamils, against each other.

During the four-hour bus trip to Jaffna, young Tamil men speak quietly about planned attacks and rising violence in the north, but conversation stops at the frequent police checkpoints.

Police stations along the way look like armed outposts in enemy territory, surrounded by barbed wire and sandbag barricades, and interspersed with machine-gun emplacements.

"The police here do not protect the people," a passenger said. "They protect themselves."

Police stations and army posts are favorite targets of the Tamil guerrillas, who want a separate state in Sri Lanka's northern and eastern provinces.

The meeting was held amid reports of fresh fighting between Sri Lankan forces and Tamil insurgents.

"Things will soon be happening up there which we do not want you to see," he said. "Why don't you just get in this lorry and go back to Colombo? The government will give you the news. They will put things in proper perspective.

Gandhi Asked to Help

Tamil guerrillas asked Prime Minister Rajiv Gandhi of India on Tuesday to use his influence with the Sri Lankan government to halt alleged massacres of Tamil civilians by security forces. The Associated Press reported from New Delhi.

V. Balakumar, a spokesman for the Tamil National Liberation Front, told Indian news organizations that the request was made during a meeting as part of a new Indian effort to revive talks to end the three years of strife.

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In Vavuniya, once a bustling market town, stand the shells of shops and hotels bombed or burned out in the ethnic violence, which also pits civilians from the

Raid on Angola Revives Issue of Cuban Presence

By Alan Cowell

*New York Times Service*

JOHANNESBURG — With its raid into southern Angola, South Africa seems to have revived an issue that lately has been eclipsed by its own domestic turmoil: the continued presence of Cuban troops in Angola.

At the same time, the attack Monday appears to have re-in-

### NEWS ANALYSIS

forced the feeling of many commentators here that a resolution of the issue, which once absorbed much of Washington's attention, is as remote as ever.

The Cubans first went to Angola during the civil war of 1975-76 to ensure the victory of the Popular Movement for the Liberation of Angola against two other Angolan factions supported variously by China, the CIA and South Africa.

Only one of those rival groups, the National Union for the Total Independence of Angola, led by Jonas Savimbi, has survived, sustained by South Africa in a "liberated area" in southeast Angola.

Pretoria's continued support for that movement, and invasions such as the one launched Monday, are cited by Angola's avowedly Marxist leadership as prime reasons for needing the protection of Cuban troops, whose numbers are estimated at more than 25,000.

But there are other factors, aside from the Cubans, that may bode ill for the Reagan administration's policy of "constructive engagement," which is intended to build regional peace while coaxing President Pieter W. Botha toward a reversal of apartheid.

For one thing, the raid demonstrated South Africa's commitment to maintain security in areas that it considers part of its fiefdom, and its disregard for the opinions of outsiders.

The raid was depicted in Johannesburg as an effort to pursue guerrillas of the South-West Africa People's Organization, the Soviet-backed movement that is challenging South Africa's control of South-West Africa, also known as Namibia.

Moreover, efforts to build a regional peace appear to have founders not only in Angola, but elsewhere.

On March 16, 1984, South Africa signed a U.S.-brokered nonaggre-

sion pact with Mozambique that was supposed to end a Pretoria-backed insurgency in the former Portuguese colony. But the war there has since widened, with thousands of Zimbabwean soldiers who support President Samora Machel fighting an amorphous rebel army called the Mozambique National Resistance.

Mr. Machel, an avowed Marxist, is to meet Thursday with President Ronald Reagan in Washington.

By signing an agreement that cut the infiltration of the African National Congress into South Africa, Mr. Machel turned his back on his Soviet allies and risked the contempt of his fellow black Africans. He seems certain to ask Washington about his recompense.

In southern Africa's tangle of conflicting movements, the issues are rarely free of complexity.

The Angolan authorities play host to SWAPO while Mr. Savimbi's guerrillas, with South African supplies, seek to force negotiations and South Africa said it was "no longer sure" that the settlement proposed by the United States was workable.

On June 17, South Africa installed a new surrogate administration in South-West Africa, reinforcing the suggestion that it was still intent on molding the territory's political future.

The United States sought to bring about a Cuban withdrawal from Angola in return for South African acceptance of a UN formula for the independence of South-West Africa. Mr. Savimbi's potential role has remained unclear, but U.S. officials say it will be difficult



Jonas Savimbi

to secure an overall peace without him.

Last November, Angola offered a partial withdrawal and redeployment of the Cuban troops. But South Africa, while avowing its commitment to the UN plan, wanted a total withdrawal.

In May, after South African commandos attacked Angola's oil-producing northern enclave of Cabinda, Angola broke off negotiations, and South Africa said it was

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ment proposed by the United States was workable.

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## U.S. Envoy, in Shift, Publicly Blame Pretoria for Violence in Black Areas

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cence that has wracked this country for more than a year.

Although officials have taken pains to emphasize that the United States is not changing its basic policy, they said Mr. Reagan was concerned that the administration had not adequately communicated what it was trying to achieve.

[Secretary of State George P. Shultz said Tuesday that the Reagan administration plans to go ahead with a ban on the import of Krugerrands, South Africa's gold coin. United Press International reported from Washington. He said the ban would become effective within weeks at most.]

[In announcing limited sanctions against South Africa last week, Mr. Reagan had left it unclear whether such a ban would be imposed, saying there would first be consulta-

tions with the General Agreement on Tariffs and Trade in Geneva.]

The South African government has not responded officially to the new stance, although President Pieter W. Botha warned that the limited sanctions would serve only to lessen U.S. influence with his government.

Despite a belief here that South African officials have not yet decided how to respond to the new U.S. diplomatic offensive, a clear

division in fundamental philosophy over how to deal with unrest has emerged between Washington and Pretoria in recent statements.

South African officials consist-

ently have pursued a two-track strategy of announcing "reforms" on the one hand while seeking to maintain an iron grip on unrest with the other. At the same time, they have sharply limited the range of blacks with whom they will talk.

By contrast, U.S. officials con-

tend the South African government will get nowhere in discussing the country's political future as long as it maintains its own definition of who is a legitimate black negotiat-

ing partner.

■ **Smithsonian Retains Stock**

The Smithsonian Institution's sharply divided board of regents declined Monday to sell the institution's stock in companies that do business in South Africa, The New York Times reported from Wash-

ington.

The stock is worth \$34 million, about a quarter of the institution's portfolio. The action was closely watched because of the makeup of the regents board, which includes

Warren E. Burger, chief justice of the Supreme Court; Vice President George Bush; three members of the Senate, three members of the House, the president of Princeton University, a former U.S. ambassador to Britain and corporate and civic leaders.

The secretary of the Smithsonian, Robert McCormick Adams, said all of the regents had ex-

pressed abhorrence for apartheid, but differed widely on what the Smithsonian should do.

The regents effectively deferred the issue until their next meeting, in January.

■ **Mandela Receives Treatment**

South African prison authorities said Tuesday that the black nationalist leader Nelson Mandela was being treated for his urological condition, but gave no further details.

Mr. Mandela, the life president of the outlawed African National Congress, has an enlarged prostate gland which may need to be removed as well as cysts on his liver and right kidney.

■ **Reagan News Conference**

*The Associated Press*

WASHINGTON — President Ronald Reagan scheduled a nationally broadcast news conference Tuesday evening. The half-hour session was to be his first formal White House meeting with reporters in three months and first since his cancer surgery in July.

## Soviet Likely To Expel More Britons In Spy Crisis

Reuters

MOSCOW — The Kremlin is expected to expel more Britons from Moscow, following London's decision to order out six further Soviet personnel on spying charges, official Soviet sources said Tuesday.

In Madras, a southern Indian Tamil stronghold, the guerrilla organization contended that 140 Tamil civilians, most of them women and children, had been massacred Monday night by Sri Lankan forces near Trincomalee.

In Sri Lanka, security sources said that 46 Tamils described as guerrilla fighters had been killed Sunday in two separate raids in the Trincomalee area. A government spokesman confirmed only one raid in the area Sunday and placed the Tamil death toll at 20.

Throughout the Indian-controlled cease-fire, which is to expire Wednesday, security forces and Tamil rebels have continued operations against each other.

Times have changed since then, one of the sources said. If Britain wants to name another 25, then fine, we will name another 25."

Western diplomats in Moscow said that the tough Soviet stand, with its implicit challenge of a showdown with London, was clearly the work of the country's new leader, Mikhail S. Gorbachev.

The defense spokesman for Britain's opposition Labor Party, Dennis Davies, is due to hold talks with top Soviet officials on Wednesday. Reports from London that could not be confirmed in Moscow said Davies would be received by Mr. Gorbachev on Wednesday.

The resignation of Mr. Ob and his two deputies, Frayre Neung-champong and Wongse Polmikorn, who are also leaders of the National Democratic Party, would remove all of the party's ministers from the coalition government elected in April 1983.

Others linked to the coup attempt who were seen reporting to police investigators Tuesday were Ahmad Kamesteng, former top labor leader; Issara Ngamrook, leader of the union at the Mass Transportation Authority; and two army sergeants who were aides to Colonel Mano, the alleged leader of the coup plot.

Mr. Howe and Prime Minister Margaret Thatcher said they hoped to end the series of expulsions after Monday's announcement that Britain was ordering out six more Russians.

The Foreign Office said that Mr. Howe viewed the meeting with Mr. Shevardnadze as important.

"We certainly want the meeting to take place," a spokesman said. He said the two could well discuss the espionage affair and ways of trying to improve relations. However, he ruled out any dramatic conciliatory efforts.

"The government's not going to leap into action to try and suggest that the expulsions don't mean anything," he said.

Shevardnadze Heads for U.S.

Reuters

MOSCOW — Foreign Minister Eduard A. Shevardnadze left Moscow on Tuesday for the United Nations General Assembly, the Tass news agency said.

Shevardnadze Heads for U.S.

Reuters

Five persons, including an American and an Australian employed by a U.S. television network, were killed, and 60 injured in the coup attempt. As many as 500 soldiers and air force men took part in the attempt, which collapsed in the face of strong opposition from key military supporters of Mr. Prent.

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leap into action to try and suggest that the expulsions don't mean anything," he said.

## WORLD BRIEFS

### Soviet Is Said to Deploy More SS-20s

BRUSSELS (AP) — The number of Soviet medium-range SS-20 nuclear missiles deployed has risen to 441, a senior U.S. official said Tuesday. The figure compared with a deployment of 134 U.S.-made cruise and Pershing-2 missiles in four West European nations.

H. Allen Holmes, the State Department's director of political and military affairs, said that "the current Soviet SS-20 force has grown to 441." The figure is an increase of 18 since June 28, when NATO said that 423 allied intelligence officials had concluded that Moscow had deployed 423 missiles with triple warheads.

On June 1, 1984 — when Moscow had installed 378 SS-20 missiles, according to NATO — the Dutch prime minister, Ruud Lubbers, said that his government would deploy cruise missiles if the number of deployed SS-20s continued to rise.

Russia Sends 3 More Men to Salyut-7

MOSCOW (Reuters) — The Soviet Union launched a space craft Tuesday carrying three cosmonauts into orbit to join the Salyut-7 space station, Tass said.

The news agency said that the commander, Vladimir Vasyutin, the pilot, Georgi Grechko, and a researcher, Alexander Volkov, were making the ninth manned mission to the complex since its launch in April 1982.

It said the three cosmonauts would carry out scientific and technical studies on Salyut-7 with Vladimir Dzhanibekov and Viktor Savinykh, who were sent to the station June 6 on a mission during which they made

repairs to the station. ■

### Nicaraguan Indians Get Aid in Europe

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## U.S. Colleges Are Assailed On Creativity

(Continued from Page 1)  
\$10 million to promote high standards in U.S. education.

Some of the report's suggestions will be discussed for possible implementation on campuses when 100 university and college presidents meet in Cambridge, Massachusetts, next month.

That group is expected to draft a joint statement emphasizing that students must become involved in their communities as a key facet of their college life.

The report, while insisting that U.S. higher education still is the best in the world, attacks the hierarchical structure of the American college, in which professors often lecture in large halls to students expected to take notes and repeat the professor's words in an examination.

Such a system, according to the report, only prepares students for work in the old-style corporate world. But the new world of business in a highly competitive international economy, requires workers who can think creatively to solve problems outside of a formal management structure.

"Much attention has been focused on whether higher education is graduating a large enough pool of technically trained manpower to meet the needs of an advanced technological society," the report said in one of its summaries.

"A more urgent question is whether graduates, in all fields, have the ability to be innovative, the will to take the necessary risks, the capacity for civic responsibility and the sensitivity to the international nature of the world to be effective in today's society," it added.

On another topic, the report emphasized the need to improve minority participation in higher education by creating a National Opportunity Fund to support grants for disadvantaged students.

Recent studies and informal surveys have shown that minority enrollment, particularly black enrollment, on college campuses has declined since the 1970s.

The report is the result of a two-year study by Mr. Newman, a member of the Carnegie board of trustees.

## AMERICAN TOPICS



**ASBESTOS HAZARD** — A demolition worker wearing a protective suit prepares to bulldoze a 17-acre mobile home park in Globe, Arizona, that has been contaminated by chrysotile, a type of asbestos. The mobile homes have not been occupied for two years.

### Maybe the Passengers Could Practice, Too

When the alarm went off, 231 people poured from Boeing 757 jetliner in 82 seconds — well within the Federal Aviation Administration rule that no airliner can be certified unless all its passengers can get out in 90 seconds.

The test was run by Boeing last fall. A company spokesman said, "We feel we have complied with FAA requirements." Others weren't so sure. The Washington Post reported: "Most of the 'passengers' were Boeing employees. They had been practicing the emergency evacuation for three days."

In the test, there was no smoke, no fire, no fear of death. There were no people over the age of 60 nor any children. Everybody was cold sober.

Representative Newt Gingrich of Georgia, the ranking Republican on the House Public Works and Transportation subcommittee on investigations and oversight, said that such tests are "just totally out of touch with the real world."

### Short Takes

With more jobs opening to women, the Fuller Brush Co. is having trouble finding door-to-door salespeople, mostly women, these days. And with so many women in the work force, its

sales force finds fewer wives at home. The company now is experimenting with mail-order catalogs.

The excursion boat largely disappeared from American rivers with the growth of superhighways and foreign travel but is making a strong comeback. The Hudson River now has champagne, sunset, gourmet and moonlight cruises, trips to light houses, floating lecture tours on history and ecology and outings to West Point football games. The National Association of Passenger Vessel Owners attributes the resurgence to "the towns and cities refurbishing their waterfronts," arousing a longing among strollers to go for a boat ride.

The National Interest, describing itself as a neoconservative quarterly on foreign affairs, will make its debut next month. Its editors say it will occupy the same position on the right that Foreign Policy takes on the left, with Foreign Affairs occupying the center, Irving Kristol, the neoconservative advocate, is publisher, and the advisory board includes Jeane J. Kirkpatrick, the former chief U.S. representative to the United Nations; Midge Decter, the writer; Charles Krauthammer, the journalist; and Henry A. Kissinger, who needs no introduction.

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phones have been installed on airplanes, and now Seattle is pioneering their use on buses and ferryboats. Amtrak plans to put them on its Washington-New York run. . . . Personal-injury cases take an average 317 days to resolve in Phoenix, Arizona, but fully 721 days in Detroit, according to the National Center for State Courts. Criminal cases last from 62 days in Portland, Oregon, to 253 days in Newark, New Jersey.

### Montana Pet Offer: Take a Grizzly Home

Montana says it has 15 surplus grizzly bears, but is having trouble finding other states willing to take them. As a threatened species, they cannot legally be shot. Other Western states noted that introducing predators into sheep and cattle country would be like inviting the plague.

Alaska asked if Montana would like to trade "Alaskan wolves for Montana bears," adding: "Presumably such an exchange would be on a pound per pound basis."

A Nebraska wildlife official wrote that the state already had its quota of grizzlies in the persons of 160 state legislators, who could be "vicious" and "short-sighted" and who had been found to "make terrible pets."

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Alaska asked if Montana would like to trade "Alaskan wolves for Montana bears," adding: "Presumably such an exchange would be on a pound per pound basis."

A Nebraska wildlife official wrote that the state already had its quota of grizzlies in the persons of 160 state legislators, who could be "vicious" and "short-sighted" and who had been found to "make terrible pets."

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Shorter Takes

## Anti-Communists Convene in Dallas

Rightist Fighters, Followers and Funders Get Together

By Charles R. Babcock  
*Washington Post Service*

**DALLAS** There were fighters representing several armed insurgents, wealthy Texans, representatives of Soldier of Fortune magazine and the Reverend Sun Myung Moon, and ultralibertarian politicians from Guatemala and Paraguay, all rubbing shoulders in a new luxury hotel in north Dallas.

The occasion was last week's 18th annual conference of the World Anti-Communist League, which was founded by the governments of Taiwan and South Korea.

The four-day conference ended with an "International Freedom Fighters Dinner." There were greetings from President Ronald Reagan, "Freedom Fighter of the Year" medals for insurgents from Nicaragua and Afghanistan, and a special citation for a Dallas woman who gave \$65,000 toward a helicopter for the Nicaraguan guerrilla movement. A bust of Mr. Reagan was unveiled, made by a Cambodian who had dreamed that "he would meet an old white man who would help" his country's resistance movement.

"I commend you all for your part in this noble cause," Mr. Reagan's letter read. "Our combined efforts are moving the tide of history toward world freedom."

Representatives of eight anti-Marxist resistance movements attended, but most of the attention was focused on the Nicaraguans led by Adolfo Calero Portocarrero, president of the Nicaraguan Democratic Force, and the group's military commander, Enrique Bermudez.

Also in the spotlight was the league's chairman, John K. Singlaub, a U.S. Army major general who retired after clashing with

President Jimmy Carter. General Singlaub had criticized Mr. Carter's proposed withdrawal of U.S. troops from South Korea in the late 1970s.

During the past year, General Singlaub has been active in raising private funds to help Nicaraguan guerrillas opposed to the leftist Sandinist government in Managua. Ellen Garwood, who helped pay for the helicopter, said: "God, in his mysterious way, has put General Singlaub in communism's way, and the general is saying, 'They shall not pass.'"

The gathering featured moments of genuine emotion and impassioned rhetoric. A woman representing resistance forces in Mozambique said she was upset that Mr. Reagan was scheduled to meet and "shake the bloody hand" of the Marxist leader of Mozambique Samora Machel.

Dr. Haing S. Ngor, who played the Cambodian reporter in the movie "The Killing Fields," said that the genocide of his people by the Communists was too grisly to be portrayed on film because no one could stand to watch it.

The medal winners, an Afghan fighter who had lost a hand to a Soviet mine and a Nicaraguan who had lost a leg told their stories many times.

Assembled resistance leaders had many opportunities to make public relations points. Mr. Calero, for instance, said several times that the Nicaraguan medal winner, Hubert R. Rodriguez, known as Sierra Three, lost his leg only after a flesh wound became infected because the guerrillas had no medical-evacuation helicopters.

The U.S. Congress has approved \$27 million in humanitarian aid for the rebels, but none is to be used

for helicopters. General Singlaub said he has agreed, therefore, to try raising new private aid for trucks and helicopters for the Nicaraguans.

There were undercurrents of controversy as well at the meeting.

Tom Posey, of Civilian Military Assistance, who said he was at the convention as an "observer," said that too many groups were trying to take credit for aiding the Nicaraguan guerrillas.

"We don't have to preach to the choir," he said of his Alabama group that has worked in jungle hospitals in Central America. "We're the infantry troops. We're the doers."

Dr. Woo Jee Seung, the league's secretary-general from South Korea, and General Singlaub said they did not know that Mario Sandoval Alarcón of Guatemala had been invited to the conference. Mr. Sandoval is a presidential candidate of the National Liberation Movement, which has described itself as the "party of organized violence."

The South American chapter in which Mr. Sandoval was active was expelled a few years ago because its members made anti-Semitic and pro-Nazi statements. General Singlaub said he assumed the new chapter had cleared Mr. Sandoval to attend.

The delegates wrapped up their work with a joint communiqué supporting anti-Marxist insurrections worldwide.

Several representatives of the resistance groups said they appreciated the moral support, but needed money to buy guns. As Mario Calero, a Nicaraguan guerrilla official, told a French television team: "We need money without any strings attached, without any 'humanitarian' baloney."



President Hosni Mubarak greeting Prime Minister Margaret Thatcher in Cairo.

## Mubarak Sees Progress on Taba

By Judith Miller  
*New York Times Service*

CAIRO — President Hosni Mubarak said Tuesday that progress has been made towards resolving Egypt's dispute with Israel over Taba, a major source of tension.

Speaking to British reporters who were accompanying Prime Minister Margaret Thatcher on the first day of her Mideast talks, Mr. Mubarak declined to elaborate on the nature of the progress. He said, however, that he

had sent a message Tuesday to Prime Minister Shimon Peres regarding the issue.

Taba, a 700-yard (640-meter) strip of beach that Israel retained after withdrawing from Sinai in 1982, has become a major stumbling block in efforts to restore normal ties between Egypt and Israel, which signed a peace treaty in 1979. Israel's invasion of Lebanon also strained relations between the two countries, and when the Egyptian ambassador was withdrawn following the in-

vasion, Cairo said no senior envoy would be returned until the Taba issue was settled.

"I am optimistic," Mr. Mubarak said Tuesday. "I hope that we could proceed forward on the problem of Taba so as to put it to an end," he added.

Mrs. Thatcher met for two hours Tuesday with Mr. Mubarak in Cairo, the first stop on her four-day tour of Egypt and Jordan.

## East Germans Seek Pact With Bonn on Weapons

By James M. Markham  
*New York Times Service*

BONN — With support from West Germany's main opposition party, East Germany has initiated a campaign to persuade Chancellor Helmut Kohl's government to enter an accord banning chemical weapons from central Europe.

The East German campaign, according to a number of Western diplomats and academic analysts, appears aimed at stimulating the efforts of the opposition Social Democrats to make chemical weapons an issue in the West German elections in early 1987. It comes as the Reagan administration is moving to produce binary chemical weapons.

The Soviet Union and its Warsaw Pact allies routinely conduct maneuvers on the assumption that they might use chemical weapons in an attack on Western Europe, and such weapons are believed to be deployed throughout Eastern Europe.

In Western Europe, the United States has old stocks of chemical weapons stored only in West Germany. Withdrawal of these weapons, as envisaged in the draft treaty, would leave NATO without a retaliatory capacity. Nato experts note that troops clad in anti-chemical gear have sharply reduced combat effectiveness.

To meet a perceived Soviet advantage in chemical warfare capacity, the Reagan administration this year secured congressional approval to produce binary nerve gas systems. But the issue of deploying such weapons in Western Europe is hotly contested.

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U.S. officials have sought to play down the prickly deployment issue. One senior American policymaker said that the stationing of the new binary systems would not have to be confronted until the 1990s, but added that the old systems would not be withdrawn before then.

The budget, outlined by the government of Prime Minister Ruud Lubbers, forecast that buying power for Dutch wage earners would increase 0.5 to 2 percent next year.

In the past four years, buying power in the Netherlands has been declining under the government's austerity policy.

Mr. Lubbers' coalition proposed substantial increases in its military and foreign aid budgets, but also announced spending-cut proposals amounting to 8 billion guilders.

Most of those cuts would be borne by the health-care sector, by civil servants whose fringe benefits are to be curtailed, and by recipients of social security benefits.

It would be the third straight year in which social security benefits were trimmed and civil service costs reduced.

The increase in net personal income would be achieved by lowering wage earners' contributions to the Dutch social security system, which remains despite recent cutbacks, one of the West's most comprehensive.

Under the budget proposal, defense expenditures would rise 343.5 million guilders to 13.7 billion guilders, and foreign aid expenditures would increase by 500 million guilders to 5.1 billion guilders, or 1.5 percent of the Dutch national income.

The budget is subject to parliamentary approval.

## In Lebanon, a Symbiosis Of Firepower, Fighting

Weapons Bigger and Clashes Fiercer As Tanks, Artillery Feed Blood Feuds

By John Kifner  
*New York Times Service*

BEIRUT — For more than a decade, weapons and ammunition have poured into the killing grounds of Lebanon from a vast variety of sources, turning the country into an arms supermarket.

Now gunrunning is on the rise again, according to Lebanese and Western sources, feeding among the more than 40 factions and splinter groups with ever heavier tools of destruction.

There is a kind of archaeology of strife here that demonstrates in terms of levels of destruction how the weapons have grown bigger and the fighting more fierce.

Buildings in the old luxury hotel district and along parts of the Green Line dividing the Moslem and Christian sectors that were the scenes of the original militia battles in 1975 and 1976 are still largely intact, although gnawed and pockmarked by small arms fire.

But over the last 18 months, whole neighborhoods have been leveled to rubble by merciless artillery pounding, mainly in the Shiite Moslem slums and Palestinian refugee districts on the southern edge of the city.

The weapons of the private armies here have moved from the ubiquitous Soviet-designed Kalashnikov assault rifle carried by street fighters to tanks and artillery batteries.

The latest major weapons arrived last month, when Syria presented its main proxy, the Shiite Moslem militia Amal, with 50 Soviet-made T-54 tanks. Some of the tanks are thought to be manned by soldiers of the mostly Shiite 6th Brigade of the official Lebanese Army, which, in the chaos of West Beirut, has many times become nearly indistinguishable from Amal. At least two of the tanks have been lost in street fighting, military sources said.

The Lebanese Army itself has about 130 tanks left.

The fundamentalist Party of God, with a major base in the Beqaa, receives money and equipment from Iran.

Along the southern border, Israel has organized, paid and armed a mostly Christian militia called the South Lebanon Army, equipping it with, among other things, old U.S. Sherman tanks.

The tanks considerably bolstered Amal and brought the militia to near parity in arms with more established militia groups. The Shiite forces were frustrated in June in an attempt to drive Palestinian guerrillas loyal to Yasser Arafat, Syria's enemy, out of their bases in the refugee districts.

There was considerable speculation about whom the Syrians intended the tanks to be used against. The candidates included the Christians, who are Amal's declared enemies; Amal's nominal allies, the Druze, and its sometime Shiite fundamentalist rivals, the Party of God, not to mention the Palestinians.

The tanks were used in five days of renewed fighting recently against Palestinians holding out in the Burj al-Barajneh district near the airport.

In the last few weeks, according to Western military sources, Syria has given Amal several 130mm and 122mm artillery pieces at a fire base on a slope in the Bekaa region. The guns can be fired into either Christian areas of Beirut or the Palestinian districts.

The Syrian largess illustrates another aspect of the Lebanese arms buildup: the willingness of other Middle East powers to arm their proxies and, often, fight their battles here. Before Israel invaded Lebanon in 1982, it clandestinely armed the Christian militia in hopes it would be a strong ally.

Now Libya is trying to supply the Arafat guerrillas in Beirut and the Sidon area, according to Western intelligence sources. These sources said several shiploads of arms might have been landed along the coast, mainly at the new private port at Khalde, which is controlled by Druze militiamen of the Progressive Socialist Party.

Christian and Moslem militiamen, antagonists in Lebanon's civil war, fought gun battles throughout the night across the Green Line that divides Beirut into Moslem and Christian sectors. The police said that four civilians were killed and seven others wounded.

In southern Lebanon, Arab guerrillas said Tuesday that a suicide bomber crashed a car packed with explosives into a post manned by an Israeli-backed militia, causing casualties. The report was not confirmed by Israel.

## 16 More Die As Lebanon's Fight Widens

*The Associated Press*

BEIRUT — Factual fighting engulfed Beirut's Green Line, the northern port city of Tripoli and Lebanon's central mountains Tuesday.

The police reported that 16 more persons had died in the fighting that began Sunday, nine of them in Tripoli, Lebanon's second-largest city, 50 miles (80 kilometers) north of Beirut.

Pro-Syrian and Palestinian-backed militias battling for control of Tripoli traded artillery and rocket fire for the third day in six densely populated districts. The police said that 33 persons have been killed and 115 wounded in Tripoli since Sunday.

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The Tobacco Institute, an industry lobbying group, disputed the results of the new study, saying that it "demonstrates how little is known about the relationship of personal behavior to disease, and that in turn, disease to cost."

The study found that the United States will spend \$12 billion to \$35 billion this year to treat smoking-related diseases such as lung cancer, or 3 percent to 9 percent of total U.S. health care spending. Additional costs for lost productivity will total \$27 billion to \$67 billion. Thus, the total costs range from \$39 billion to \$96 billion, an average of \$65 billion.

Representative Fortney H. Stark, a Democrat of California, said, "This study confirms our suspicions that smoking is not only a deadly habit, but a costly one for the federal health care budget."

## Effects of Smoking on Health in U.S. Are Said to Cost \$65 Billion a Year

*Los Angeles Times Service*

WASHINGTON — The adverse effect of smoking on health is costing the United States an average of \$65 billion a year in increased medical bills, premature death and time lost from work, or about \$2.17 for each pack of cigarettes consumed, according to a new congressional study.

The calculations, released Monday by the Office of Technology Assessment, a scientific advisory arm of Congress, are higher than the estimate of \$40 million made in 1984 by the U.S. surgeon general, C. Everett Koop.

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Fernando Parades-Bello, 56, Venezuela's ambassador to France and former defense minister, Sunday, of a heart attack during a military ceremony near Paris.

## Yepishev, a Russian General, Dies

*New York Times Service*

MOSCOW — General Alexei A. Yepishev, 77, who for 23 years was the chief political commissar of the Soviet armed forces, died Sunday after a long illness, the Tass press agency announced.

General Yepishev retired in July to the largely honorary post of military inspector. As political commissar, he had responsibility for the political loyalty and moral discipline of the Soviet military.

The armed forces political directorate, of which General Yepishev was head, also has the status of a

missar of the Soviet command in East Germany.

General Yepishev became a full member of the Central Committee in 1964 and was an influential voice in the Kremlin, especially under Nikita Khrushchev and Leonid I. Brezhnev.

He held the title of Hero of the Soviet Union and was awarded three Orders of Lenin, and many other awards.

In July, General Yepishev was replaced as chief of the main political directorate by General Alexei D. Litshev, 57, the political com-

## HILTON INTERNATIONAL

**HOLLAND:** Amsterdam, Rotterdam, Schiphol Airport (Amsterdam)  
HONG KONG: Victoria  
HUNGARY: Budapest  
INDONESIA: Jakarta  
ISRAEL: Jerusalem, Tel Aviv  
ITALY: Milan, Rome  
IVORY COAST: Abidjan  
JAPAN: Osaka, Tokyo  
KOREA: Seoul  
KUWAIT  
MADAGASCAR: Antananarivo  
MALAYSIA: Kuala Lumpur, Petaling Jaya  
MALTA: Morrocco: Rabat  
PAKISTAN: Lahore  
PANAMA: Panama City  
PHILIPPINES: Manila  
PUERTO RICO: Mariguan, San Juan

\*Opening: 1986 \*Two center-city locations

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## THE NIKKO PERSPECTIVE

JPY 100/50

# ON WHAT

## A Japanese Investment Bank's Global Role Should Be

**HOW DO** you view recent trends in the Tokyo capital market?

**Umemura:** This past year, the pace of development has been rapid. In keeping with the directions set forth in the report of the U.S.-Japan Yen-Dollar Committee in May 1984, the authorities liberalized the Euroyen market, established a yen bankers' acceptance (BA) market, and further broadened the participation of foreign securities companies in the market—as lead managers of Euroyen bond issues, as participants in syndicates to underwrite government bonds in Japan, and in other activities.

It was also an important year because the terms at which long-term government bonds were being issued more closely reflected yields in the secondary market.

The introduction of a BA market was a significant step toward development of a short-term money market, but this market is only in its initial stage. I believe that a precondition for the growth of the BA market is the introduction of a full-fledged treasury bill market.

A comparison with other countries is revealing. The size of the short-term money market in Japan is only one-tenth that of the United States, although the size of our economy is one-third that of the United States. Even compared with the size of the Japanese capital market, the short-term money market is small. For the efficient functioning of a capital market and the smooth adjustment of interest rates to market forces, the short-term money market must be expanded. Thus, in addition to yen BAs and existing short-term government bonds, Japan needs to create and build a treasury bill market.

**WHAT DO** you see as the longer-range implications of recent developments in the Tokyo market?

**Umemura:** As is evident from events of the past year, the rapid pace of deregulation is both diminishing administrative controls and steadily dismantling the previous shelters that have protected many Japanese financial institutions from the full force of competition.

More important, liberalization is presenting us with new business opportunities, and at Nikko, we have moved quickly to rationalize our internal operations and to allocate managerial resources to the most promising business opportunities.

**RECENTLY, MANY** analysts have drawn attention to the emergence of Japan as the largest net exporter of capital in the world. What is your perspective on these flows?

**Umemura:** From an economic standpoint, the growth of capital outflows is related to the rising surplus in the current account of Japan's balance of payments. This surplus is projected to be \$39 billion in the current year and \$48 billion next year. It is only natural that Japan reexports its earnings from trade.

Securities investment accounts for approximately one-half of capital outflows. This is

the result of the growth of financial assets in Japan and the desire of investment managers to diversify their portfolios. Over the past year or two, both institutions and individuals in Japan have been attracted by high returns overseas. The trend toward international diversification of portfolios should continue.

I would also note the high level of capital inflows as more international investors diversify their portfolios to include Japanese securities. Thus, although both capital inflows and outflows will continue to grow, I believe that Japan will remain a net exporter of long-term capital for some time.

**AS THE** Tokyo market expands and capital flows increase, what issues do you see facing Nikko Securities as a global investment bank?

**Umemura:** There are three strong currents in the financial services industry: deregulation, internationalization, and the growing reliance on information systems. In these currents, we must steer a course that will not only keep us in the lead in our traditional businesses but take us into new waters.

Although we could debate the merits of our strategy, we have chosen to remain a full-service financial institution committed to serving both individuals and institutions. Over the years, our customers have assumed they can come to us for any service, and we will not disappoint them.

In providing a full range of services, we are striving for balance. For example, the ratio of profits from equities-related business and of those from other securities, such as bonds and investment trusts, is now 65:35. We are gradually moving it toward 50:50 by building our capabilities for trading and placing bonds. This has involved adding staff to our bond operations both domestically and abroad. We look forward to the introduction of a bond futures market next month and are prepared to take advantage of the opportunities—for our clients and ourselves—that such a financial futures market offers. There is also talk of launching a detachable warrants market in the near future.

Another means of achieving balance is to make use of our natural strengths. Because we are based in Japan, we believe we have an advantage for yen-linked products as the role of the yen as an international currency grows. And as I just mentioned, we are in an excellent position to help Japanese investors who want to invest abroad.

We also want good geographic balance and already have a solid position in all the major markets. For example, we are very strong in Samurai bond underwriting for Pacific Basin countries. This position is attributable to our long involvement in the region. For years, we have been active in the Republic of Korea. In the People's Republic of China, we recently opened a representative office in Beijing and are preparing for another one in Qingdao.

As the core economy in Asia, Japan must play a growing role in assisting its neighbors raise the capital necessary for economic development—and develop their own capital markets. We take this responsibility seriously at Nikko.

**WHAT OBJECTIVES** will you be pursuing over the next five years?

**Umemura:** I think the strategy I just outlined points to where we want to be five years from now. By then, we are aiming to have more than 110 offices domestically and more than 20 abroad, all linked as a global network. And we intend to provide a range and quality of service—for individuals and institutions in Japan and internationally—that will give us an edge on other excellent investment banks.



Shoji Umemura

President since 1981, Shoji Umemura has 52 years of experience with Nikko Securities. He is currently serving as Chairman of The Bond Underwriters Association of Japan.

**WHAT RESOURCES** are required to compete internationally?

**Umemura:** The answer to that question starts with financial resources. Nikko has an equity base of ¥420 billion, or about \$1.7 billion. This ranks us among the top three securities companies in the world.

Naturally, we must also have the human resources and creativity to best use our capital resources. Quite honestly, Japanese financial institutions do not always compare well on technical skills. Part of the reason is historical. For instance, I think the leading American banks are ahead of their Japanese counterparts in global cash management. But then, Japan has not had a large money market in which to invest liquid assets.

To cite what is both a Japanese and Western maxim: necessity is the mother of invention. The necessity is evident in Japan. The large volume of government debt issues is leading to the rapid development of a secondary bond market. Liberalization of interest rates has forced the design of new savings instruments. Slower economic growth has prompted corporate treasurers to find the lowest-cost capital, thus leading to disintermediation.

Nikko has contributed its share of innovations in the past, and I am confident that we

will continue to in the future. Back in 1961, we were the first to create and offer a bond investment trust fund in Japan. More recently, in 1984, we introduced Home Trade One, the first home brokerage system using a push-button phone to place buy and sell orders.

Our international accomplishments go back many years. In 1961, we were instrumental in setting up the Japan Fund in the United States. This past year, we launched the first Euroyen money market fund, which is based in Luxembourg.

For a company generally recognized as being bound to tradition, I think we have demonstrated we can be effective marketers of innovative services. But they must be services needed by our clients. I am continually saying that we must grow with our clients.

**WHAT PARTICULAR** services do your clients want from you, and what are you doing to provide them?

**Umemura:** Since our clients want a variety of services, we are relying on the combined resources of Nikko itself, our overseas subsidiaries, and such members of the Nikko Group as the Nikko Research Center, Ltd.; the Nikko Securities Investment Trust Management Co., Ltd.; Nikko International Capital Management Co., Ltd.; and Nikko Venture Capital Co., Ltd.

One service our corporate clients want is global underwriting. The development of the Euroyen market and the emergence of the yen as an international currency have prompted us to strengthen our international network of 18 offices. We have put additional capital into our American and Luxembourg subsidiaries and are in the process of establishing a merchant bank in Sydney. In Paris, we plan to upgrade our representative office to a subsidiary.

Another service in high demand is global dealing, and we have placed a high priority on expanding our capabilities in this area. To minimize market risk, dealing skills are an essential complement to our brokerage and underwriting skills. We are putting in place a 24-hour dealing system centered on our operations in Tokyo, London, and New York. In another move to help our clients hedge risk, we have become a member of the major financial futures and options exchanges.

Our customers also want fast delivery of, and easy access to, a variety of products. To meet the domestic demand for variety, we recently opened a credit card company and have ventures with other companies to provide particular services. To meet the demand from customers around the world for faster delivery of services, we have been upgrading our data processing and telecommunications systems.

To provide any of these services, we must also invest in people. After highly selective recruiting, we spend considerable time and effort on training new employees. For highly specialized areas—such as bond trading, swaps, foreign exchange, and computer systems—we are structuring our organization to promote specialization. And overseas, we have been fortunate in recruiting top-level individuals for senior positions.

# NIKKO

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LONDON ZURICH GENEVA FRANKFURT LUXEMBOURG PARIS COPENHAGEN BAHRAIN NEW YORK SAN FRANCISCO LOS ANGELES CHICAGO TORONTO HONG KONG SINGAPORE BEIJING SYDNEY SEOUL

# INTERNATIONAL Herald Tribune

Published With The New York Times and The Washington Post

## Capitalist Crossed Purposes

Early next month, rich and poor governments meet in Seoul to discuss the world's financial crisis. Later in October, the same city hosts a meeting on the trade crisis. The division of labor is unfortunate.

Three recent studies are particularly relevant to these two meetings.

The rich countries have asked why the present system of floating exchange rates has shown weaknesses unexpected when the system was introduced a decade ago. Their conclusion is that what is needed is a better coordination of national economic policies, but no change in the system. That is hardly an earth-shaking finding. The tools for economic coordination have existed ever since the end of World War II, but they have progressively fallen into disuse.

A study by the poor countries is more ambitious, since they believe that the present international monetary system works particularly to their disadvantage. They call for more intervention by the rich in the exchange markets to keep currency values within agreed target zones, a reshaping of policies to make the economies of the rich more supportive of growth, and more pressure on creditor countries to help the weaker ones. They seek more credit from the IMF, more official development aid, the stretching out of their debts with special relief when interest rates rise, and the rolling back of protectionism. That is a familiar list, which many will dismiss as asking for the moon.

A more balanced report emanates from the United Nations Conference on Trade and Development, which has often been regarded as an unbalanced pressure group for the poor. UNCTAD calls, reasonably enough, for somewhat faster growth in the world of the rich. But it does not ignore the

crying need for the poorer countries to correct their seemingly hopelessly imprudent domestic policies, which encourage triple-digit inflation and discourage the productive investment that is their only way to wealth.

UNCTAD's main contribution, however, is to underline the need for the governments of the rich to break out of a peculiarly vicious circle. How, it asks, can the world economy function when the poorer countries have to reduce their debts — which requires a big increase of their exports — but the response of the rich is to put up barriers to imports?

It would help if the United States defused protectionist pressure through fiscal action that led to lower interest rates and a cheaper dollar, but this seems unlikely. It would help if other OECD countries increased their growth, but this would need overt action by governments that doubt the efficacy of activism in this field. It would help if aid increased, but the rich governments believe — probably wrongly — that this would cost votes. And it would help if private capital flows to the Third World increased. The World Bank is launching a sensible guarantee scheme to this end, but it will take time.

So you come back to the basic choice: Either protectionism has to be reversed fast, or the debt burden has to be stretched out over a longer period. As we read the bottom line of the writing on the wall, it is mainly through debt alleviation that a solution will have to be found. But this is where the financial experts in Seoul may differ from their trade colleagues three weeks later.

Their separate meetings illustrate divergences of approach inside rich countries that may lead to major international contradictions in the capitalist world.

INTERNATIONAL HERALD TRIBUNE

## Acid Poison From the Sky

For five years President Reagan has refused to lift a finger against acid rain, the slow poison that is eating the life out of lakes and trees from the Rockies to the Eastern seaboard. To each new report urging action, the administration has always responded that too little is known about acid rain to justify any plan of action. The excuse was never valid, and has now been rendered embarrassing by the frank appraisal of Drew Lewis, Mr. Reagan's special representative on acid rain.

"It seems to me that saying sulfates do not cause acid rain is the same as saying that smoking does not cause lung cancer," Mr. Lewis told New England governors last week. He acknowledged that the emission of sulfur dioxide gas from coal-fired power plants was the cause of acid rain and must be reduced, whatever uncertainties remain in the details.

The weight of scientific opinion centered on that conclusion many months ago. A blue ribbon review panel convened by Mr. Reagan's own science adviser recommended in July 1984 that "cost effective steps to reduce emissions begin now even though the resulting ecological benefits cannot yet be quantified."

Mr. Reagan ignored that advice, and rebuffed the modest control program devised at his request by William Ruckelshaus, former head of the Environmental Protection Agency.

Finally to get an accurate diagnosis from this administration is no small gain; it is a

tribute to Mr. Lewis's candor. But, having diagnosed the disease, he shrinks from the remedy. Decades of acidified rain, snow and mist have so weakened the neutralizing power of soils and lakes that a major reduction of acidic pollutants is now necessary. The scientific consensus is that the acid burden must be cut in half, which requires a reduction of 12 million tons a year in the sulfur and nitrogen oxides emitted from power plants and other sources. Mr. Lewis calls such a program "unrealistic" because it would cost utilities an estimated \$6 billion to clean up their emissions. But what is the point of a cheaper program if it fails to protect lakes and forests?

The costs of not reducing acid rain are also substantial. Quite apart from the havoc wreaked on nature, the Environmental Protection Agency calculates that acid rain causes \$5 billion a year of corrosion damage in buildings and \$2 billion from the effects of reduced visibility, like disrupted air traffic schedules and canceled outdoor activities.

The principal remedy for acid rain is to have utilities pollute much less, by switching to low-sulfur coal or installing scrubbers. That will be costly, especially for the heavily polluting utilities in the Ohio Valley and for mines that produce high-sulfur coal — but not as costly as tolerating the persistent poison from the sky. Five years of procrastination is enough.

— THE NEW YORK TIMES.

## Leave the Titanic in Peace

The *Titanic* lies now in 13,000 feet of water on a gently sloping alpine-looking countryside overlooking a small canyon below. Its bow faces north. The ship sits upright on its bottom with its mighty stacks pointed upward. There is no light at this great depth and little life can be found. It is a quiet and peaceful place — a fitting place for the remains of this greatest of sea tragedies to rest. Forever may it remain that way. And may God bless these now-found souls.

— Dr. Robert Ballard, leader of the expedition that found the *Titanic*.

The finding of the *Titanic* is one scientific discovery whose significance does not need elaborating. Since April 14, 1912, the elements of the *Titanic* story have taken hold in popular consciousness: "unsinkable" design, a confident start, a calm night, distress calls unanswered, the shortage of lifeboats, the 1,500 dead. To most of us, the *Titanic* story is less history than legend. As with most legends, its theme is simple: the extravagance pride of man and technology, and the revenge of nature.

Today, "state-of-the-art technology" means to us something more powerful than the *Titanic*'s overconfident builders could have imagined.

— THE WASHINGTON POST.

## FROM OUR SEPT. 18 PAGES, 75 AND 50 YEARS AGO

1910: U.S. Tariff Step Is Welcomed

BERLIN — Herr A. Kienzer, president of the Chamber of Commerce at Colmar and head of an important manufacturing firm in Alsace, has expressed satisfaction with the practical withdrawal of the new regulations covering textiles and congratulated the U.S. Treasury Department upon the decision. "The export trade in textiles to the United States," he said, "has been cut down to next to nothing by the high tariff. The new regulations would have excluded the few manufacturers still doing business with America. I think a country valuing its reputation for dignity ought to avoid the introduction of a measure that, if not framed in the interest of unfair business competitors, bears that appearance. The successful issue of the Herald's campaign against the projected regulations is highly satisfactory."

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## Reagan Has an Urgent Decision to Make

By Flora Lewis

BERLIN — It is a wasteful exercise to speculate whether the Soviet leader, Mikhail Gorbachev, is ready to make real concessions to get an arms agreement that would include a ban on development and testing of "star wars" but not on research, or whether he is just cleverly harvesting a propaganda windfall. The tea leaves won't tell. But there is an easy, straightforward test. It is to take him up on his hints.

The United States can lose nothing by saying that it is prepared to make an adequate trade-off. Then if the Russians do not deliver in detailed negotiations, the United States need not, either.

Incredible as it seems, there is still no White House decision on this crucial policy issue. In less than a fortnight the Soviet foreign minister, Eduard Shevardnadze, will be in New York and Washington, the important last plateau on the climb to the November Reagan-Gorbachev summit. The third round in the U.S.-Soviet arms talks in Geneva opens next week. But the Washington battle for the president's ear is still raging.

Only last week Defense Secretary Caspar Weinberger declared publicly that "star wars" is "not any kind of bargaining chip or negotiating chip," which clearly means no search for a deal.

Secretary of State George Shultz and his senior arms control adviser, Paul Nitze, are known to favor a trade if Moscow will make it good enough. There is no sign of President Reagan's decision, although he has already publicly com-

mited the United States not to go beyond research without negotiating.

There is very little time left, and no real preparation, for probing Mr. Gorbachev's intentions. It is evident that he feels considerable pressure to make some vital decisions of his own before his party's congress next February. He is making long-range plans for the Soviet economy. If he concludes in the next few weeks that there is no prospect of an agreement with the United States with mutual concessions, he may commit his regime to a course that will not provide another opportunity for a decade. That would mean renewed deterioration of Soviet-American relations well beyond Mr. Reagan's presidency.

If he considers opening his new arms talks in Geneva to a conference in West Berlin of the International Institute of Strategic Studies make clear that U.S. alliances would suffer. Mr. Gorbachev could be expected to exploit such a situation shrewdly. He has the time and the means. There are already signs that he considers openings to Western Europe and Japan, perhaps with dramatic concessions such as return of the four disputed Kuril Islands, as an alternative if he has no "American option."

The extraordinary thing about the argument in

Washington is that it has not even begun to address the questions of what terms the United States should regard as a good, worthwhile bargain. The argument is still essentially about whether there is any point in probing for Mr. Gorbachev's minimum conditions.

That is the context in which to read the report about complaints from the U.S. negotiating team in Geneva that the Russians have been enabled to appear more flexible than the Americans at the arms talks. The Reagan administration contends that American negotiators have plenty of flexibility, but that the Russians have made no formal proposals to test them.

In fact the American team has been instructed only to advocate and explain Mr. Reagan's missile defense program, not to explore what Moscow really seeks and will give in return. And it has been told to insist that the Soviet Union put its cards on the table first, without any hints of Washington's likely response.

That is not a way to find out if Mr. Gorbachev means business, or to seek to influence the major long-range decisions that will be soon making. And no decision from Mr. Reagan on U.S. policy will amount soon to a negative decision. So much is at stake if the chance to test the Soviet leader is thrown away. If the chance is seized, the only risk would be to discover that Moscow has something serious and useful to offer.

The New York Times

## UN Politics Have Aged In 40 Years

By Daniel P. Moynihan  
The writer, a Democratic senator from New York, was chief U.S. delegate to the United Nations in 1975 and 1976. This is the first of two articles.

WASHINGTON — In this year of 40th anniversaries, it remains to observe the founding of the United Nations, and the opening this week of the 40th General Assembly.

I say "observe." There is little time to position to celebrate — not in Washington, at all events. What a disappointment this would have been to Franklin D. Roosevelt! We now know how much he conceded to Stalin in the final months of his life in order that the United Nations would get off to a good start, not least in the high and hopeful task of creating democracies in the soon to be independent European colonies.

Forty years have passed; the colonies are independent, but few are democracies. Most, through the non-aligned movement, are solidly linked with the totalitarian states led by the Soviet Union. Contrary to what may be a general impression, Moscow late has grown stronger, not weaker, in the United Nations in terms of votes it can muster. In the last General Assembly, the State Department calculated, the nonaligned countries voted with Moscow 80 percent of the time, the highest level ever, while voting with Washington 15 percent, the lowest level ever.

Worse, in organizational terms, the nonaligned now seem permanently in thrall to the totalitarians. They have just finished a meeting in Angola, a Communist state under de facto military occupation by the Russians and Cubans. Rather than India or Yugoslavia or another genuinely nonaligned country, the wholly dependable Zimbabwe was chosen for the new nonaligned leader.

Few countries had more reason to be grateful to the United States than Zimbabwe at the moment it gained independence. The Carter administration had done everything it could to bring about the new government, including having referred to the leaders as "freedom fighters" during their opposition period. Yet at the United Nations — along with the just arrived Sandinists — they instantly joined the Soviet Union in routine invective against Israel, the United States and the democracies in general.

America's reply has been a combination of anger and avoidance. In a celebrated tantrum two years ago, a member of the U.S. mission in New York invited the whole organization to sail off into the sunset — which would have got them to Hoboken, New Jersey, but not matter.

For its part, in 1985, the Senate, 71 to 13, determined unilaterally to reduce the American contribution to the United Nations from 25 to 20 percent of the budget.

Such measures have one common feature: They propose to reduce American influence in the organization. The U.S. budget can surely be cut and probably should be, but to cut America's share, which is measured by the U.S. proportion of world economic production, is simply to declare America to be a less important country than it is. (The original U.S. share was more than one-third.)

It is odd how difficult it is for Americans to see what has happened at the United Nations. Quite simply, it has given birth to a world party system. Presidential elections did much the same in America two centuries ago. The founders thought that the emergence of "faction" would be ruinous; it wasn't. Nor need it be at the United Nations. It could be said of the General Assembly that if it did not exist, it would be impossible to invent it. Kiribati and China with equal votes! Still, the U.S. Senate is also an odd place, New York with 37 times the population of Wyoming, has the same two votes.

As in the Senate, the name of the game is coalition. There are three world political parties. Each has a recognizable structure, a political agenda and an assortment of party leaders and functionaries. First, the nonaligned. Next, in voting strength, the "Western" democracies, including Japan, the Soviet bloc. (On the side of these groupings is China. With a quarter of the world's population, it is a party in its own right.)

Just now the Soviet nonaligned coalition is in the majority. It can adopt any measure it wishes in the General Assembly and in most of the specialized agencies. The U.S. veto in the Security Council limits what the coalition can do, but not what it can say. If you think words matter, and they do, this is important.

The New York Times

## LETTER

### 'Homelands' in America

The "homelands" of South Africa are a real problem, but Americans have a "homeland" problem as well, and charity should begin at home.

Enterprise zones could bring jobs to the ghettos. Another idea is a metropolitan education program with scattered magnet schools. We need black neighborhoods free of crime and drugs. Most of all, blacks must not feel rejected. White suburbs should go to church now and then in the black "homelands," break bread with their black brothers and sisters, and pray together that this ghastly cancer will be eradicated before it destroys our beloved country.

There is a set of emotions that underlies the American obsession with apartheid: an anger about racism, an unwillingness to accept things as they are, an urgency about good causes. Every one of these emotions should lead inevitably to a feeling that the condition of the American black underclass is simply intolerable and must change. Millions of American blacks are just slipping away from the rest of society, into a life that does not connect to everything that makes Americans feel that their country is great. The moral fervor about South Africa ought now to wake Americans up to this, the most terrible of all their domestic problems and the one to which many are paying the least attention.

The writer, professor of international law at Columbia University and a former ambassador to Italy, is author of "Sterling-Dollar Diplomacy: The Origins and the Prospects of Our International Economic Order." He contributed this to The New York Times.

The writer is national correspondent for The Atlantic Monthly. He contributed this comment to The Washington Post.

## Five Policy Areas for Rescuing Trade

By Richard N. Gardner

WASHINGTON — What is driving American conservatives crazy about South Africa right now is the idea that out of all the evils in this world, American liberals choose to focus on apartheid, almost to the exclusion of everything else.

The residents of a vast land area — stretching from Saigon to Vladivostok to Berlin — live in constant terror, and without any liberty as we in the West mean the word. Their governments are murderous. So are many of Africa's, and many of South America's. When President Reagan condemns apartheid, it is with this in mind.

Apartheid is not simply a policy. It is also part and parcel of the South African pattern of life — socially, economically and politically. The pattern was structured in the 19th century, and since that time has been systematically expanded, legalized and adapted. It has become the very foundation of the structure of South Africa. It cannot be demolished in a short period without serious disruptive effects that would be detrimental to every South African.

That is a fair question. It can be answered convincingly in a direct way, by explaining how South Africa is worse than, say, Mozambique or Nicaragua. But both sides know per-

fectly well what the real answer is: Apartheid resonates in the United States because of the long, sad U.S. history regarding race. If race were not the most persistently troubling issue in America's own domestic life, then South Africa would not be alone at the top of the American agenda.

By imposing their own obsession

on another country, Americans are practicing a kind of moral imperialism.

Conservatives who get huffy about this are being disingenuous, since they are moral imperialists, too,

on a grander level, happy to enlist in the Manichean struggle against world communism small nations that care

more about matters closer to home.

Taking their argument at face value, though, isn't it possible to say, "Yes,

we ARE moral imperialists — and what's wrong with that?"

## INSIGHTS

**U.S. Minister Says His Code Can Be a Crowbar to Change South Africa**By Lindsey Gruson  
New York Times Service

**P**HILADELPHIA — While the Reverend Leon Sullivan was leaving South Africa after an overnight visit 10 years ago, security officials manhandled him, held him in a small room, forced him to undress for a search and torn through his luggage.

It was as if Mr. Sullivan, the leader of one of the largest Baptist congregations in Philadelphia, was being stripped of his social rank and returned to the slums of Charleston, West Virginia, where he grew up, he said recently.

That was where he saved pennies for his first Coca-Cola, he recalled, only to be thrown out of the soda shop on the long-awaited day by a man shouting, "Boy, get up, you can't sit there, you're black."

"I decided right there and then I would stand on my feet against that type of thing," he said.

When he boarded his plane in South Africa after the incident with the security officials, Mr. Sullivan, a veteran of the United States civil rights struggles, recalled his childhood pledge. He decided to fight South Africa's policy of racial separation, this time from within the corporate power structure.

Mr. Sullivan wrote an employment code for American businesses active in South Africa that has come to the forefront of the political debate in the United States over how to respond to South Africa's system of racial separation.

President Ronald Reagan announced last week that he would carry out by executive order many of the features of a bill drawn up in Congress imposing economic sanctions on the South African government. He specifically urged all American corporations doing business in South Africa to adopt Mr. Sullivan's code, including recent revisions that have strengthened it. The president announced that companies employing more than 25 persons who did not adhere to the code would be ineligible for U.S. export assistance.

Under Mr. Sullivan's code, which has become known as the Sullivan Principles, corporations may not discriminate by race, must train blacks for supervisory positions and must work to better their black employees' health and living standards. A recent revision also requires them to press for broad changes in South African society, including the repeal of all laws requiring racial separation.

About 150 of the 350 American companies doing business in South Africa have signed the code, and it is winning new converts as it evolves. In the wake of ongoing violence in

The New York Times  
The Reverend Leon Sullivan

South Africa and growing calls for institutions to divest themselves of stock of companies doing business there, 45 companies have signed it in the last nine months.

But the principles have come under fire from both sides of the political spectrum.

**T**HE code, and the order announced by Mr. Reagan, are a step short of the sweeping economic sanctions sought by many activists who oppose South African government policies. They assert that American corporations doing business there are partners in apartheid and should be forced to withdraw. They further contend that the Sullivan Principles are a smoke screen, allowing corporate signatories to say they are fighting racism while

reaping profits in a system of institutional racism.

"They use it to divert the debate," said Timothy H. Smith, executive director of the Interfaith Center on Corporate Responsibility, a leading investment group. "It disguises that they strengthen apartheid. How the companies treat a few black employees is not the issue. The real issue is that they're partners in apartheid."

But even the activist critics acknowledge that the legislation is a symbolic gesture illustrating the growing pressure for the United States to combat South Africa's policies. As such, they say, it marks a profound awakening of American repugnance toward the white minority government in Pretoria.

On the other side of the debate, many corporations and conservatives who favor quiet diplomacy with South Africa say the code is an unwarranted intrusion into the companies' private business affairs. It requires an unacceptable meddling in the internal affairs of a sovereign state and will only promote South African intransigence, they say.

"We don't feel it's the role of Newfront Ministry to lobby," said James Hill, a spokesman for the company, which owns a minority share of three South African mines. "We have our own code. We don't need to turn to a third party for another set of principles."

When Mr. Sullivan wrote his code, what has now become a groundswell of opposition to South Africa was a cause lacking widespread support.

Corporations refused to sign and Mr. Sullivan was widely derided as a nettle-some gadfly, an irksome holdover from the civil rights movement who needed a new issue to fulfill himself.

"I got piles of letters telling me to mind my own business," he said recently. "But it became an obsession. I had to see how far I could go. I kept thinking maybe a ripple could become a wave and a wave could become a tide that would change a country."

"My aim is not to keep American companies there," Mr. Sullivan said. "They can leave. But the companies must become part of the fiber of the liberation movement. If you can use the American companies, like a crowbar, to move a great big rock, you have to."

The approximately 350 American companies operating in South Africa have a total direct investment of \$2.8 billion. Combined with bank loans and an estimated \$8 billion of American-owned shares of South African companies, the United States investment in South Africa is an estimated \$15 billion, according to groups favoring divestment.

In addition, the United States was South Africa's largest trading partner in 1983, the last full year for which figures are available.

**M**r. Sullivan acknowledged that his principles have had little impact on the life of most South African blacks and that the pace of change in South Africa has been slow. He also acknowledged that many signatures do not fulfill all of the code's many provisions.

"It's not a solution," he said. "It's a part of a process to bring about fundamental change. When I started with the idea, I thought I'd build. I thought the more I got companies on my wagon, the further I'd push my wagon. I thought I could move them in a direction they, maybe, didn't know they were going."

That has led Mr. Sullivan to repeatedly strengthen the code. While the principles originally required its signers to improve the life of their employees, it now mandates that they also work to overturn South Africa's racial policies.

Nonetheless, Mr. Sullivan acknowledged that the mounting cycle of repression and violence may require stronger action to pressure the white regime. He has called for a complete economic embargo against South Africa unless it dismantles its system of apartheid by June 1987.

"I don't know if we have two years," he said. "Time is running out. But these little principles have done more than the UN and all the other nations. It's making a difference. Besides, the pragmatic use of economic force is a tradition in my life."

This pattern was evident by the time he was a teen-ager, writing protest poetry and demonstrating against segregation. After being thrown out of the soda shop, for instance, Mr. Sullivan went back every Saturday until he was served. Then, having memorized a section of the U.S. Constitution, he integrated a nearby hamburger stand, which would only serve blacks through a side window.

"I kept going in there and they kept pushing me out," he recalled. "One day when they were pushing me out I stood up and recited the Preamble. The people stood up and applauded. The owner came up and said, 'Young man, anyone who can recite the Preamble can have a hamburger!'"

It was essentially the same tactic he used in winning national attention as the organizer of a 1959 boycott of Philadelphia companies that discriminated against blacks. When the boycott ended four years later, Mr. Sullivan concluded he had won a Pyrrhic victory.

"We found we were getting jobs in abundance," he said.

**Sullivan Principles for Businesses**

New York Times Service  
NEW YORK — Following are the original principles written by the Reverend Leon Sullivan for American companies doing business in South Africa:

Following are additions to the code made last year:

Use influence and support the unrestricted rights of black businesses to locate in the urban areas of the nation.

Influence other companies in South Africa to follow the standards of equal rights principles.

Support the freedom of mobility of black workers to seek employment opportunities wherever they exist, and make possible provisions for adequate housing for families of employees within the proximity of workers' employment.

Support the ending of all apartheid laws.

join the company's board, a position Mr. Sullivan accepted.

As a General Motors Corp. board member Mr. Sullivan said he took pains to inform other members of his opposition to the company's investments in South Africa. Nonetheless, when he spoke in favor of a shareholders resolution demanding that the company leave South Africa, it was a shock. It was the first time in memory that a director had dissented publicly from management's expressed views.

The resolution was voted down by 98.71 percent of the voting shareholders and Mr. Sullivan, although remaining on the board, devoted himself to running his church and job training centers. In June 1975, he briefly visited several African countries where he had or planned to establish similar programs.

After graduating in 1943, he went to New York City to earn a master's degree at the Union Theological Seminary.

Several years later he arrived in Philadelphia as pastor of the Zion Baptist Church. He planned to stay a few years before moving back to New York, but he settled into the community and became what he now calls "a Christian soldier who labors in the field of urban battle."

That brought him to the attention of James M. Roche, chairman of the board of General Motors Corp. He called Mr. Sullivan in 1970 and asked him to meet him in New York. Mr. Sullivan declined, saying he was too busy. But he would see Mr. Roche if he came to Philadelphia.

Mr. Roche came and invited Mr. Sullivan to join the company's board, a position Mr. Sullivan accepted.

As a General Motors Corp. board member Mr. Sullivan said he took pains to inform other members of his opposition to the company's investments in South Africa. Nonetheless, when he spoke in favor of a shareholders resolution demanding that the company leave South Africa, it was a shock. It was the first time in memory that a director had dissented publicly from management's expressed views.

During the trip, he had to stop over in South Africa. His arrival was widely announced. Throughout the night, South Africans came to his hotel room and, he said, asked him to work for change. So he returned and wrote the code.

"I'm looking beyond the end of political apartheid," he said. "Then you'll have people without skills. I'm one of the few people who still believes there's a chance for peaceful change."

The need for an investigative magistrate to persuade two colleagues that a suspect should be held in preventive detention should ease the strain on French prisons. At present, half of France's prison population is awaiting trial — compared with about 21 percent in Britain and 17 percent in Sweden.

Italy holds the European record for the number of prisoners in preventive detention: 64.1 percent.

**France May Diffuse Powers of Investigating Judges**By Michael Dobbs  
Washington Post Service

**P**ARIS — France's judges of instruction, or investigating magistrates, seem certain to be about to lose some of their powers.

Celebrated in movies and glorified in detective stories, the investigating magistrates have come under public criticism recently because of a series of sensational judicial blunders. The Socialist government disclosed this month to reform an institution that was founded by Napoleon in 1810.

The changes, which would reduce the solitary decision-making power of a figure frequently described as "the most powerful man in France," could have an impact on other European countries whose justice systems are based on the Napoleonic code rather than the Anglo-Saxon tradition of common law.

The unique authority of France's corps of 522 investigating magistrates derives from the fact that they combine the roles of policeman and grand jury in the U.S. system. Working in solitude under strict rules of judicial secrecy, they are responsible both for supervising a police investigation into a crime and deciding whether a suspect should be sent to trial.

If the cases they are working on capture the public imagination, the *petits juges*, or little judges, can end up as national or even international celebrities.

One thinks of Christos Sartzetakis, now president of Greece after being immortalized in Costa-Gavras's movie "Z" for his investigation of the murder of a leftist deputy in 1961, or Italy's Flavio Martella, who looked into allegations of a "Bulgarian connection" to the attempted assassination of Pope John Paul II in 1981.

The strength of the French system, as copied elsewhere in Europe, is the independent magistrate who fearlessly presses ahead with his investigation, oblivious to political pressure. The weakness is that important legal cases can hinge on the personality of a lone investigator, who has the power to detain suspects for lengthy periods on fairly flimsy evidence provided he himself sees a *conviction in, or moral certainty, of their guilt*.

The potential for human error was underscored recently by France's tortuous "Gregory affair" — a legal saga that appears to have played a decisive role in convincing the justice minister, Robert Badinter, that reforms are overdue. Public opinion has been aroused by the blunders of a young and inexperienced magistrate investigating the murder of a 4-year-old boy, Gregory Villemin.

The magistrate, Jean-Michel Lambert, 33, initially suspected the boy's uncle of the murder. The uncle was arrested, held for three months, and then freed when the evidence against him was found to be faulty. A month after his release, he was shot dead by Gregory's father.

After belatedly deciding that the uncle was innocent, Mr. Lambert next arrested Gregory's pregnant mother on the same murder charge. She was promptly sent on a hunger strike. She has been released now herself on the order of an appeals court and the investigation suspended while she has her baby.

The Badinter proposals, which are to be submitted to Parliament later this year, are designed to reduce the likelihood of such blunders by ending the present isolation of the investigating magistrate. Instead of working by himself, in future he would be part of a team of three judges that would take joint responsibility for all decisions involving the arrest or release of suspects.

Announcing the change in an article in the Paris daily *Le Monde*, Mr. Badinter described the traditional solitude of the investigating magistrate as "an anachronism" in an age when other legal experts including defense lawyers worked in teams. He also criticized the lack of a clear distinction between the role of a "Magistrate" and a "Solomon."

Under the new system, which cannot be introduced before 1988 because of the need to recruit 150 extra magistrates, individual judges still would be assigned to lead police investigations. But information about a case would be available to all members of the "investigating chamber" and such young magistrates as Judge Lambert would be closely supervised by a senior judge.

The justice minister argued that the principle of shared responsibility would help protect

**Achievement**

at the highest levels.

Learjet

A student at Space Camp tries out the microgravity simulator chair.

**At Camp in Alabama, Aspiring Astronauts**By William E. Schmidt  
New York Times Service

**H**UNTSVILLE, Alabama — Television monitors flickered in the darkness inside. Mission Control as teen-agers wearing radio headsets crouched at consoles, pretending to guide the space shuttle Challenger to a landing at Cape Canaveral, Florida.

On the other side of a wall, a second team of young people in blue flight suits sat buckled into seats inside a detailed reproduction of the shuttle's cockpit. After a simulated space mission that lasted two and a half hours, they were bringing the orbited home.

Suddenly an adolescent voice came over the radio from Mission Control: "Challenger, there's a 747 already on the runway in front of you. Please go back into orbit."

There was a burst of laughter before everyone turned back to the 32-page script that included the events of real shuttle missions. It was the final assignment for the young people attending the U.S. Space Camp here, a summer program for aspiring astronauts.

Space Camp is a nonprofit venture run by the state of Alabama as part of its Space and Rocket Center, a 450-acre (181-hectare) exhibition of rockets and the history of the space program.

The camp is adjacent to the National Aeronautics and Space Administration's Marshall Space Flight Center, where real-life astronauts are trained, and the U.S. Army's Redstone Arsenal, where rocket engines are developed and tested.

"This place is the greatest," said Harold Buchanan, 14, of Los Serranos, California. Like most of his fellow campers, Harold hoped to be an astronaut in the camp because he hoped to be an astronaut.

"I'd rather be a pilot, but I'll settle for mission specialist," he said.

About 3,100 boys and girls from all 50 states and seven other countries have attended the weeklong sessions this summer in Huntsville, the northern Alabama city where teams of American and German scientists helped build the rockets for U.S. flights to the moon and other space projects.

The camp plans to hold regular three-day programs for adults in October and November. The program will cost about \$350, room and meals included.

Campers 11 through 17 years old paid \$400 each to participate in the six-day summer program, in which they are "space food," wore flight suits and attended lectures on everything from rocket propulsion to the history of space travel.

"The shuttle missions have given everyone a new perspective on space travel," said Edward

when it is completed. The camp also is constructing a \$1-million full-size reproduction of a shuttle orbiter.

Mr. Buckbee says the idea for Space Camp originated with Wernher von Braun, the rocket scientist who helped the United States put man on the moon. Mr. von Braun envisioned a program that would allow young people to become involved in science, just as Little League builds interest in baseball.

Campers are divided into two groups, depending on age. Children aged 11 to 14 build and launch their own model rockets. They also practice on astronaut training devices like the microgravity simulator, a chair suspended by springs from ceiling rails that produces the sensation of being weightless.

For older teenagers, the highlight of the week is the simulated shuttle mission, in which crew members practice deploying satellites.

The would-be astronauts wear space suits and go on simulated space walks. Strapped into chairs that move on jets of air, they experience the sensation of drifting free in space.

About 15 percent of the campers are girls, a proportion that has tripled since Sally K. Ride became the first woman to participate in a space shuttle mission in 1983.

Marcy Vincent, 12, of Jacksonville, Alabama, said she hoped to be an astronaut someday, too. "Besides," she added, "Space Camp is definitely better than choir camp."



JPY 100 150

## SMALL COMPUTERS

A SPECIAL REPORT

WEDNESDAY, SEPTEMBER 18, 1985

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### When to Buy: It's No Longer Safer to Wait

By Paul Freiberger

**PALO ALTO, CALIF.** — The personal computer world is not the labyrinth it once was, and buyers no longer have to puzzle out long passageways to find the machine that is right for them. The shakeout in the market has left purchasers with a smaller selection, but also with a greater chance of buying a dependable computer. Although each country has a somewhat different product line available, many good systems are available.

Moreover, one of the dilemmas of computer buying seems to be disappearing. PC purchasers have often agonized over whether to buy now or wait for better technology and lower prices. Today, however, firm enough standards have been established so that technological advances tend to be subtle. In addition, prices may decline but no dramatic drops are expected soon, except in Spain, where prices should fall when the country enters the Common Market.

If you are used to shopping for computers in the United States, you will find buying abroad more difficult. It is not as easy to add peripherals from third-party manufacturers and the variety of options in general does not approach that in the United States. Moreover, sometimes you have to ship a part out of the country to repair it, a process with roadblocks of its own. Hence, when buying personal computers abroad, it is a good idea to locate a reliable dealer and buy a total system.

IBM, which did not offer a personal computer until the industry had been established, now dominates the market. Buying IBM is a conservative choice. The IBM PC lacks special features such as a mouse-pointing device or a touch screen. It takes up more desk space than its competitors, and many other computers offer better performance. Connoisseurs refer to the IBM PC as "plain vanilla." But even if you do not plan on purchasing one, you still need to know that IBM created the standard followed by most makers of peripherals and software.

The market success of the IBM PC has given it a wealth of software, most of which uses an operating system created by Microsoft called PC-DOS, or MS-DOS by competitors. You can buy a system with one disk drive, but you need two to run the computer comfortably. The price of an IBM PC with 256K, a monochrome monitor and two floppy disk drives runs from \$2,800 to \$3,000.

The PC boasts an open architecture. Inside, it has five slots for add-on cards, which provide the connection to a hard disk, printer or modem, as well as such pleasing extras as enhanced graphics and larger memory.

The accessories you will need for the PC depend on how you use it. For word processing, you require only a card to connect the PC to a printer. But if you plan on creating large databases, spreadsheets or graphs, then you should consider a graphics card, additional memory and a hard disk. Each of these options adds several hundred dollars to the price of your system, except the hard disk, which adds one or two thousand.

Hard disks are becoming increasingly popular on personal computers. They are external storage devices that work faster and store more information than floppy disks, between 30 and 60 times

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By Helena Sturridge

**LONDON** — A year ago asking a French microcomputer "Parlez-vous Français?" or a German one "Sprechen Sie Deutsch?" would have been met with a blank screen of incomprehension or a suggestion that you check your spelling.

All but a handful of the top selling microcomputer software packages were written in the United States by Americans and for Americans. The British had few problems but for the rest of the world it was a matter of learning to use the software in a foreign language.

Today the U.S. software companies are struggling to get their products translated into European languages to open up new markets as the U.S. ones tighten.

According to IDC Europa, market researchers based in Britain, the Western European markets for business computers are going to grow from 911,100 machines this year to 2.9 million machines in 1988. The United Kingdom represents only 10 percent of this market.

"People buy in their own language, even if it is an inferior product, even if it is an inferior translation," said Cari Armitage, European marketing manager of Ashton Tate.

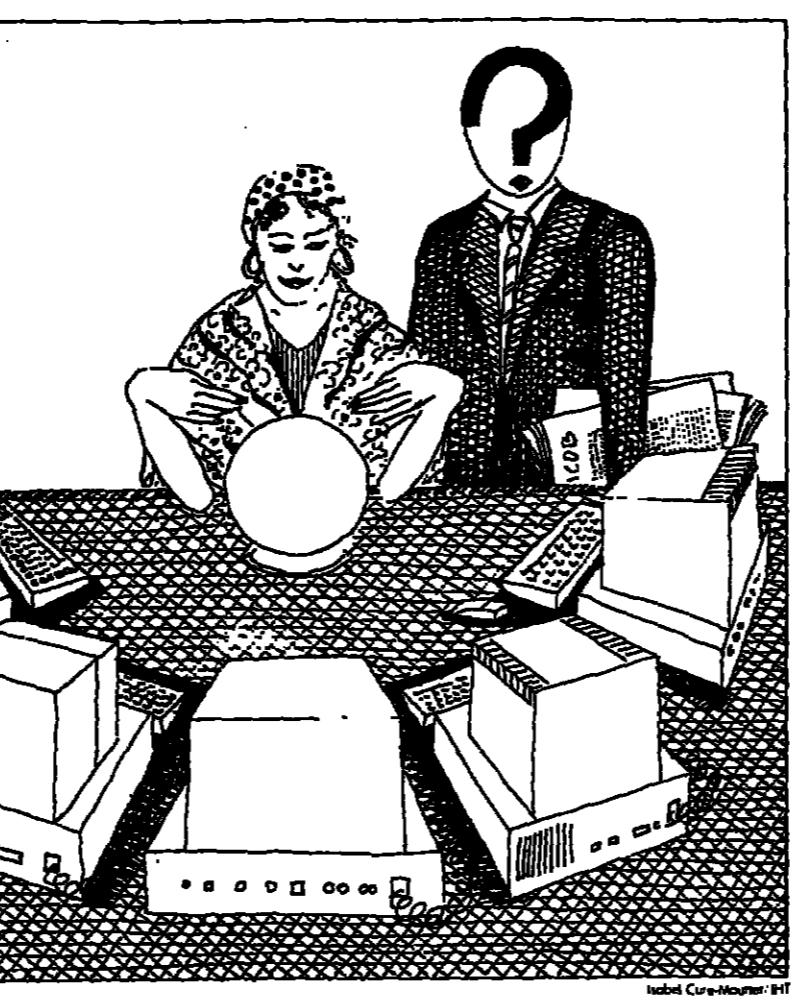
Over the last six months the company's top selling database packages, DBase II and DBase III, and its integrated spreadsheet, Framework, have been translated into French, German, Italian, and Spanish. Dutch, Swedish, Finnish and Danish are all on the way.

It pays to be first in any country. Micropro's Wordstar, the popular word-processing package, was available in French and German three years ago at least 18 months ahead of the competition and before the local suppliers had developed their products. Microsoft's Multiplan spreadsheet Lotus 1-2-3 to the French spreadsheet market and is still the favorite.

In the first instance the problems were technical. The original version of Lotus 1-2-3 will never be translated. The latest version 2.0, has some basic level changes that make translation possible. French and German will be available shortly. The problem was fundamental. In the original the text that appeared on the screen, in commands, or help messages, or even in the menus from which users select the option they want, was embedded in the code where and when it suited the writers to put it there. To translate the words meant first finding them and then replacing them with a translated word of exactly the same number of characters to fill the space.

Sensible software writers, Lotus Development included, now organize their software code so that all the text messages are kept in one place where they can be easily found.

But the problems of translating come in layers. Once one level is made easy the others become more important. Large technical manuals must be translated. There are in fact software packages to help, swapping word for word from one language to another. They leave a



### User Groups Pick Up the Pieces For Owners of the 'Orphans'

By Beth Karlin

**LONDON** — The precarious state of many personal computer makers today is worrisome to more than just investors. Users can suffer, as well, when their equipment manufacturers go bankrupt or get out of the PC business.

A standard M24 comes with 128K of internal memory, which can be expanded up to 640K. Models with one floppy drive, or two, or a floppy and a hard disk are all available. The M24 generally sells for several hundred dollars less than a similarly equipped IBM PC.

Ever since the portable Osborne I appeared in 1981, personal computers have been getting smaller and lighter. Both IBM and Olivetti offer portable versions of their computers that come with a carrying handle. However, these machines are not featherweights. They weigh around 28 pounds (12.6 kilograms) and you will not want to tote them all day.

Compaq Computer of Houston makes the most popular portable IBM-compatible sold in the United States, and last year Compaq began offering its line in Europe. Compaq also has a portable with floppy disks and one with a hard disk called the Compaq Plus. In addition, it sells a nonportable system called the Deskpro, which resembles the Olivetti M24 in performance.

Without support from the manufacturer, you're on your own," said Tony Carter, marketing manager of Computeraid Services, a unit of Thorn EMI that repairs personal computers. Left on their own, however, PC users have proved resourceful. Many have formed user groups to help each other make the most of their "orphan" machines by sharing information on such topics as spare parts and software availability.

One of the largest organizations is the First Osborne Group (FOG), which now has more than 15,000 members two years after Osborne Computer Corp. filed for bankruptcy. "We picked up the pieces," said William Graham, head of FOG in Paris.

Chapters in Britain and West Germany also serve European users. Although Osborne has reorganized under new management since it still counts on FOG for help.

"When Osborne became the first big victim of the shakeout, it was a warning," said Mr. Graham. Owners of other makes realized that they, too, could benefit from a user group, leading to the creation of the 400-member Ordinatours. Ordinatours France (OUF), of which Mr. Graham is president.

Unlike FOG, which was a direct response to Osborne's failure, OUF and other groups were created to help owners of current PCs as well as orphans. With 400 members in Europe, APPLE Co-op (Apple Pu-

recessound Program Library Exchange), assists users of early Apple II in finding software and spare parts, while serving owners of later models as well.

"We try whenever we can to introduce new products that are compatible with early models," said Charles Stillman, APPLE manager of product development. Parts are more difficult. "The older they are, the less likely it is that we can find them."

Usually, manufacturers themselves, if they are still in business, are the best source for spares. Commodore Business Machines, for one, supports a product with spares for seven years after its shelf life.

Spare parts can also be found at third-party maintenance operations. Britain has more than 170 companies that repair machines for dealers and individuals, and business is booming. In four years, Thorn EMI's Computeraid, for example, has increased its turnover 12 times.

"There's no shortage of people who can fix machines," noted Russell Nathan, managing director of Romtec Ltd., a market-research and consulting company near Maidenhead, England. Mr. Nathan said that the parts scarcity is not as severe a problem as it might first appear. Due to increasing standardization, he said most PCs now have a high percentage of common parts. "While there might be one maker's name on the box, there's nothing inside that hasn't been seen before in someone else's box."

Personal computer owners can also suffer losses when a software company goes under, particularly when that software supplier employs an anti-piracy method called "time-bombing." At a random date, a message flashes on the screen notifying the user to call the software company for a new code, thus assuring that only those that purchased the software can continue to use it.

In at least one case, a software company that built "time-bombs" into its programs went out of business and virtually disappeared.

### Market Expands for Foreign Language Software

By Helena Sturridge

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### How to Choose a PC In a Stabilizing Market

By Michele S. Preston

**NEW YORK** — Next year will mark the 10th anniversary of the personal computer industry, which began with the introduction of the first Apple computer in the spring of 1976. During its brief history, this industry has undergone dramatic change and growth.

In 1985, retail sales of personal computer products including hardware, software and peripherals is expected to exceed \$10 billion. The industry has gone through two stages and is about to enter a third. From 1975 to 1980, the market was emerging. While the first Apple computer represented a breakthrough in price performance, several years went by before hobbyists developed software and peripherals that made personal computers commercially viable.

Milestones that set the stage for the second PC era included the development of Basic for PCs by Microsoft, the CP/M operating system by Digital Research, VisiCalc by Software Arts, floppy disk drives, and the emergence of computer stores. IBM ushered in the second era — a boom-bust cycle — with the introduction of the IBM PC in August 1981, which changed the rules of the industry. At first, IBM's introduction stimulated demand. The company's endorsement of the concept prompted business to view personal computers as serious productivity enhancements. The open-architecture strategy created an industry standard that compatible hardware vendors and application software developers could capitalize on. IBM's decision to sell through computer retail stores generated rapid expansion of the distribution channel.

The IBM PC incorporated next-generation, 16-bit architecture that offered performance and features necessary to create more sophisticated business applications. As a result, hundreds of start-up companies as well as existing office automation vendors poured into the market, even though there was no hope of them getting more than 10 percent of the demand potential. While it was clear that there were too many vendors, what was not readily apparent was that IBM was to capture 50 percent of the market. The result was one of the bloodiest shakeouts in the history of technology. Start-up companies fled for bankruptcy and one-time leaders including Apple, Commodore and Tandy lost significant market share. In a similar vein, the home-computer market experienced a wrenching consolidation, with Texas Instruments, Atari and Coleco recording substantial losses, leaving doubts about the viability of this segment. By the end of this year, the shakeout in the personal computer industry should be complete, and a new era of stable growth should begin.

If a company goes out of business, you can be left high and dry, which is exactly what happened in this case," said Margaret Coffey, editor of the magazine.

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sents an attractive opportunity for businesses and individuals to purchase computers. Certain factors should be considered in making purchase decisions.

While the cost of technology has declined dramatically, a personal computer still represents an important investment in money as well as the time required to learn applications and input data. The consumer must be confident that the vendor he chooses will exist over the years to support and enhance this investment.

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In addition to IBM, COMPAQ Computer is expected to be a long-term participant, and since its products are compatible with the IBM standard, the COMPAQ user can feel confident that future enhancements will be available to him. Apple is committed to evolving the Apple II and the Macintosh, and both product families are expected to remain viable. AT&T appears to have a serious commitment, although sales to date have fallen short of expectations. Other office-automation vendors may be successful in niche markets. Undercapitalized start-up companies are suspect.

The sure bet is to buy IBM, and the only decision to be made is which IBM computer to buy. But the astute consumer may benefit by investigating equally safe but better alternatives. In recent months, IBM management has clearly announced intentions to continue to support and enhance the standard it has created while also maintaining an open architecture. This means that competing manufacturers that offer computers that are fully compatible with this standard can offer the same enhancements and that future applications developed for IBM computers will operate on fully compatible computers.

The purchase of a totally compatible computer — some have only limited compatibility — is, therefore, a safe decision. However, there just might be a better choice. A few vendors — the most notable of which is COMPAQ — offer computers that are fully compatible with IBM yet are substantially better with respect to speed, features, memory expansion, storage options and price. While buying industry standard products is the safest decision in some cases, it may not be the best decision. For instance, while the Macintosh technology is not as firmly entrenched as the IBM standard, it

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The author, a microcomputer industry analyst, is senior vice president of L.F. Rothschild, Unterberg, Towbin.

### MINITEL IN BUSINESS

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MINITELS are now established as the most popular text/videotex terminals for use in business, capturing more than 80 percent of the terminal market in Europe. In France alone MINITELS are used by more than 250,000 professionals to reach more than 1,200 private videotex systems.

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I enclosed \$ \_\_\_\_\_ to cover the charges.

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Firm: \_\_\_\_\_

Address: \_\_\_\_\_

Signature: \_\_\_\_\_

Position: \_\_\_\_\_

Country: \_\_\_\_\_

## A SPECIAL REPORT ON SMALL COMPUTERS

**Executives Find PCs Aid Autonomy, Productivity**

By Harry G.K. Schwinn

**P**ARIS — While the mass of today's middle- and low-tech industries are carrying out modernization in the plant for their survival, they are attacking the new frontier of trying to boost productivity in the office. White-collar costs are racing far past the revenues produced by the basic industries' flat markets.

The reasons for these mounting administrative costs are many: shorter work hours, a greater number of complex tasks, fewer well-trained entry-level workers and higher turnover. Chief executives are concerned about the problem. In 1978, less than 20 percent of European executives believed that white-collar productivity was an important issue; 52 percent of them believe it is today and 67 percent believe it will be very important in 1989.

To solve this problem, executives are trying to capitalize on dramatic advances in micro-electronics and electronic networking, which make computers easier to use and capable of better performance. Stiff competition among manufacturers, off-shore manufacturing in the Far East and the multiplication of distribution channels have reduced prices so fast that the personal computer is now a mass-marketed consumer good.

Set into the office worker's desk, it makes available all the computing power and storage capacity needed to complete daily work better and faster. Under the impact of automation tools, and the trend of granting greater decision-making authority to smaller corporate entities, the way office duties are performed are slowly but surely changing.

The desk-embedded personal computing devices have achieved their popularity because they help office workers do what they want and need most: to manipulate on-site their own information in the form of words, numbers and pictures, to perform many types of personalized computing, interactive graphics and filing of personal reports or similar information.

The technical model of the device may vary. Many of the machines on the market today are able to meet the office worker's needs equally well: single-user PCs, user-programmable terminals, multiuser micros locally networked to departmental or work-area minis, which share expensive resources like printers, graphic terminals, integrated workstations, tomorrow's terminals integrating voice data and PC functions, portable PCs, etc.

The form does not matter, what is really pushing the PC-proliferation is the individual's freedom of having computing power at his fingertips. Many white-collar workers are disappointed, rightly or wrongly, by the rigidity, slow response time, heavy bureaucracy and the need to share that is inherent in many management information systems. With the PC, these individuals can now rapidly implement their own solutions, make purchases from the corner computer shop with funds from their own departmental budget, buy low-priced software tailored to their specific needs, innovate with many com-

patible add-ons and extend their systems by discrete building blocks as they want.

It is this freedom that generates greater worker motivation and increases productivity.

Few white-collar workers actually require linkups to mainframes in order to process large amounts of data or gain access to databases. Only 20 percent of the white-collar population of industrial corporations need to be hooked up to a conventional mainframe on a regular basis. On the contrary, more than 50 percent of the office workers need only dedicated units for specific tasks and require only occasional access to the strong processing power of mainframe utilities. Therefore, top management favors the mushrooming of PCs in their corporation in a first wave of office automation.

There are dangers, however, in the random proliferation of personal computers throughout corporations. Offices are centers of teamwork and the full potential of desk-top

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computers for the individual and his corporation is only achieved by adding communications facilities for information transfers, such as electronic mail, linkups to in-house databases and outside information sources or conferencing services.

Only through the combination of all three elements of office automation — personal computing, communication, motivation — will office workers reap the full potential of saving 15 percent of their time — equal to one hour per day — and improve the quality of their work. The goal is the electronic office that uses an integrated system to reduce the reams of paper today's offices *causes out*.

To date, only 20 percent of the PCs in use are able to communicate. In the future, the Tower of Babel's numerous incompatible systems may be expensive to overcome.

This will be especially true when a corporation decides to integrate its islands of office and factory automation and to put advanced software, like relational databases and expert systems, to work. For that reason, forward-thinking chief executives are making sure that a measure of standardization is achieved in all PC procurement.

In the United States, about 17 percent of all white-collar workers and 14 percent of those in government now use personal computers, but only 5 percent in Western Europe.

The PC boom is now so strong that, since 1984, micro-computer power has outsold mainframe-computer power in the United States. By 1987, the installed power base of micro-computers in the United States will exceed that of mainframe computers.

As a result, it is estimated that as many as 50 percent of business employees in the United States will have a personal computer for support by 1990. By that date, some of Europe's most advanced corporations, like FIAT, also plan to provide computerized support for 50 percent of its office workers, compared with an anticipated European average of 22 percent. And it will be the mid-1990s, at the earliest, before 75 percent of the office workers in the United States and 50 percent of those in Europe will benefit from the support of a professional desk-top microcomputer. But PCs will never be quite as widespread as telephones.

While the personal computer's penetration of the business world is growing rapidly, the consumer market for home use is still larger in total number of units. Already, boosted by workaholics, moonlighters, computer addicts and hackers, personal computers have entered 16 percent of all U.S. households, half the videocassette penetration rate. By 1990, it is predicted that the personal computer will be present in up to 30 percent of U.S. households and perhaps half of those PCs will be videotex-compatible. In addition, most governments promote the use of PCs in school at all levels of education.

Ironically, many purchasers of PCs do not have today a precise idea of the real purpose for a PC's home use. But these individuals are eager to make the purchase so they can feel that they and their families are participating in the new technological age. Questioned about the electronic home in 10 years, consumers usually mention a broad group of convenient and reasonably priced services such as home banking, shopping, bill payment, entertainment, ticket reservations, household accounting and budgeting, home monitoring, vacation and travel planning, video games, appropriate linkups to business services and telephone listings.

Perhaps 27 percent of consumer revenue could be tapped by advanced videotex services. Unfortunately, in practice, few of these services are available on a large scale and even less are purchased. Videotex suppliers, which link the personal computers in homes to many of these potential services, view these indications of their future market with relish.

In Europe, governments are trying to stimulate the use of home information systems through the allocation of public funds. The public post office, telephone and telegraph utilities — the PTTs, and in particular the French PTT — are pushing the use of inexpensive videotex terminals by private consumers as well as businesses. Some PTTs offer micro-computing capability in low-cost videotex terminals for the home. And the British and Austrian PTTs offer systems that can use telephone lines to gain networked access to computer programs stored in software banks maintained by vendors.

*The author is a vice president and computer analyst at Booz-Allen & Hamilton, international consultants.*

**Learning To Live With Your Computer**

By Sarah and Paul Edwards

SIERRA MADRE, California

Computers do not require much special attention to set them comfortably into most homes. Within seconds, a car full of children can rush into a house with computers under arms, cables and joysticks flying between them, hook up to the television and challenge the latest video game.

Having a computer underfoot when you turn on the evening news, however, is not most people's idea of a "user friendly" workstation. So even though today's personal computer can make itself at home almost anywhere from the kitchen to the garage, taking a few simple steps will prevent your newest electronic resident from strangling the household with cables and cords, usurping desktop space and putting a crick in the neck and a strain on the eyes.

Before deciding where you want your computer, consider these factors:

- What will you and others be using your computer to do? In addition to your work, will someone be doing homework or art? Playing games? Using it with the telephone for communications? Place your computer for convenience near a filing cabinet, bookshelf or other equipment you will need while using it.

- Where will you be most comfortable with your computer? Do you like to be in the midst of household action when at the keyboard or do you prefer the silence and isolation of a separate room? And what about others coming to your home? Do you want the computer where everyone will see it or would you prefer it to be out of sight?

- Where is the computer least likely to encounter misuse and abuse? Usually, you do not have to make any special electrical or temperature adjustments for your computer. Some problems can arise that you want to avoid, however. They include heat buildup in the computer itself, electromagnetic fields from other equipment and static electricity. All of these problems create the risk of losing valuable material or disrupting the operation of your equipment.

So find a well-ventilated spot in a room that does not get so warm you would break into perspiration while using your computer. If it is too hot for you, it could be too hot for the computer. Do not stack your computer components or enclose them in tight spaces. Keep your equipment and disks away from ringing telephones, stereo speakers, calculators, magnetic paper holders and power tools.

You will find your computer is poorly suited to standard tables or desks around the house. The traditional height of 29 inches (74 centimeters) for writing surfaces is less than optimal for working comfortably at a computer; 27 inches (69 centimeters) is desirable.

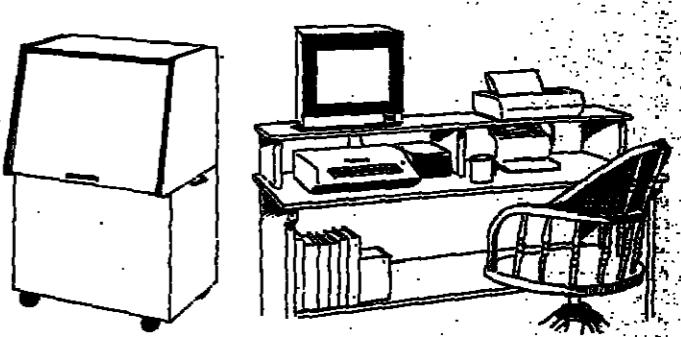
Computers are overeaters when it comes to space. Your computer desk not only needs room for the computer unit, keyboard and monitor, but also space for the printer and paper, a modem and other peripherals you have or will have. Add in the documentation and the computer has consumed your desk entirely.

So, set up a separate work unit for the computer that is deep and wide enough for all the components, has multiple surfaces so you do not have to stack components and provides unobtrusive channels or holes for cables and cords.

A study of computer users by the Buffalo Organization for Social and Technological Innovation



Some ideas for adapting a home environment to a personal computer from the book, "Working From Home: Everything You Need to Know About Living and Working Under the Same Roof," by Paul and Sarah Edwards (Published by Jeremy P. Tarcher, Inc., 1985).



Multiple settings or overhead lighting with dimmer switches. An amber monitor will reduce eyestrain or you can also fit your monitor with a glare screen.

Although standard electrical wiring will usually accommodate your computer (older homes may be an exception), power disturbances may be frustrating. Power outages, voltage fluctuations and line noise from nearby switching equipment, or radio/television broadcast signals can wreak havoc with your computer.

Developing a habit of routinely saving your work is the best protection from lost data, but for your own peace of mind you can take other steps as well. Using a surge protector will guard against high voltage current rises and electrical noise. If you have problems with power outages or by blowing circuit breakers, you can use software that automatically saves data on disk or buy a backup power supply device.

You will find a wealth of other computer accessories in local computer stores or advertised in computer magazines. They include copy holders, sound covers to reduce printer noise, auxiliary fans for cooling your system, antistatic spray, floor mats and discharge devices, master power switches for the entire system, cable managers, computer cleaning kits and radiation-protection screens.

The authors operate a computer training and consulting firm.

| Computer Systems Under \$25,000 — Units Consumed |      |      |       |       |
|--|------|------|-------|-------|
|  | 1983 | 1985 | 1987* | 1989* |
| United States                                    | 5.4  | 6.9  | 11.2  | 16.3  |
| Europe   | 2.2  | 2.7  | 4.6   | 7.7   |
| Pacific Basin                                    | 1.6  | 2.5  | 4.4   | 7.0   |
| Rest of World                                    | 0.5  | 0.7  | 1.2   | 1.9   |
| Worldwide  | 9.6  | 12.8 | 21.2  | 32.7  |

\* Projection

Source: Infocorp

**How to Choose a PC In a Stabilizing Market**

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of the AT — skeptics are still looking for a product in that position in 1986. IBM is also expected to offer connectivity between the PC family and System 36.

Most believe the easy personal computer sales have already been made to leading-edge technology users.

Growth will come from upgrading these users and from capturing the next tier of nonusers. Ease-of-use features represented by Apple's Macintosh technology are likely to become standard. Graphical user interfaces and output from laser printers will be important. Microsoft is soon to ship a graphical user interface for the IBM PC, Windows.

The market will watch the acceptance of Windows and IBM's TopView interface.

Common wisdom has held that another spreadsheet, word-processing or data-base application.

Yet new products that incorporate advanced features, artificial intelligence technology and that can take advantage of higher-performance personal computers are expected to be introduced over the next 12 months.

Communications will be a major growth area for the industry over the next 18 months.

PC-to-PC communications, micro-to-main-frame links and telecommunications capabilities are becoming increasingly important to business. While hardware is available to meet the solution, software has lagged.

IBM is soon to establish networking standards and applications that will merge to incorporate communication capabilities.

To date, growth in the industry has come from demand for generic productivity applications. While these will continue to be important, customized applications are emerging.

Value-added resellers, who understand particular industry requirements and tailor hardware and software systems to meet the specific needs of these users, use the same approach as the minicomputer market in the microcomputer market.

**When to Buy: It's No Longer Safer to Wait for New Models**

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The FP's screen is a flat-panel LCD (liquid crystal display). Although it can show as many lines and characters as standard monitors, LCD technology irritates some users. Unlike most screens, which emit light, the LCD reflects it and functions well only under proper lighting conditions. Even then, it remains somewhat dim. The computer does have color elec-

tronics built in and can be connected to a color monitor.

and the mouse in a traditional manner.

system is lighter than other portables, but you need both hands to carry it.

Apricot's most successful computers lack infrared technology. Its PC is a desktop system with two microfloppy drives for \$2,400, and its PC XI has one floppy disk and a hard disk for \$4,500.

Apple Computer, which last year garnered about 9 percent of the European market (mainly in France), remains the only major player with systems that are not IBM compatible.

For business use, Apple sells its IIe, essentially the same computer responsible for Apple's rise from a tiny firm to an international company. It is not as powerful as an IBM PC and can support only 128K of memory, although Apple is expected to increase its capability significantly this month. The Apple III boasts a great deal of software. It sells for between \$1,000 and \$1,300 with a monochrome monitor.

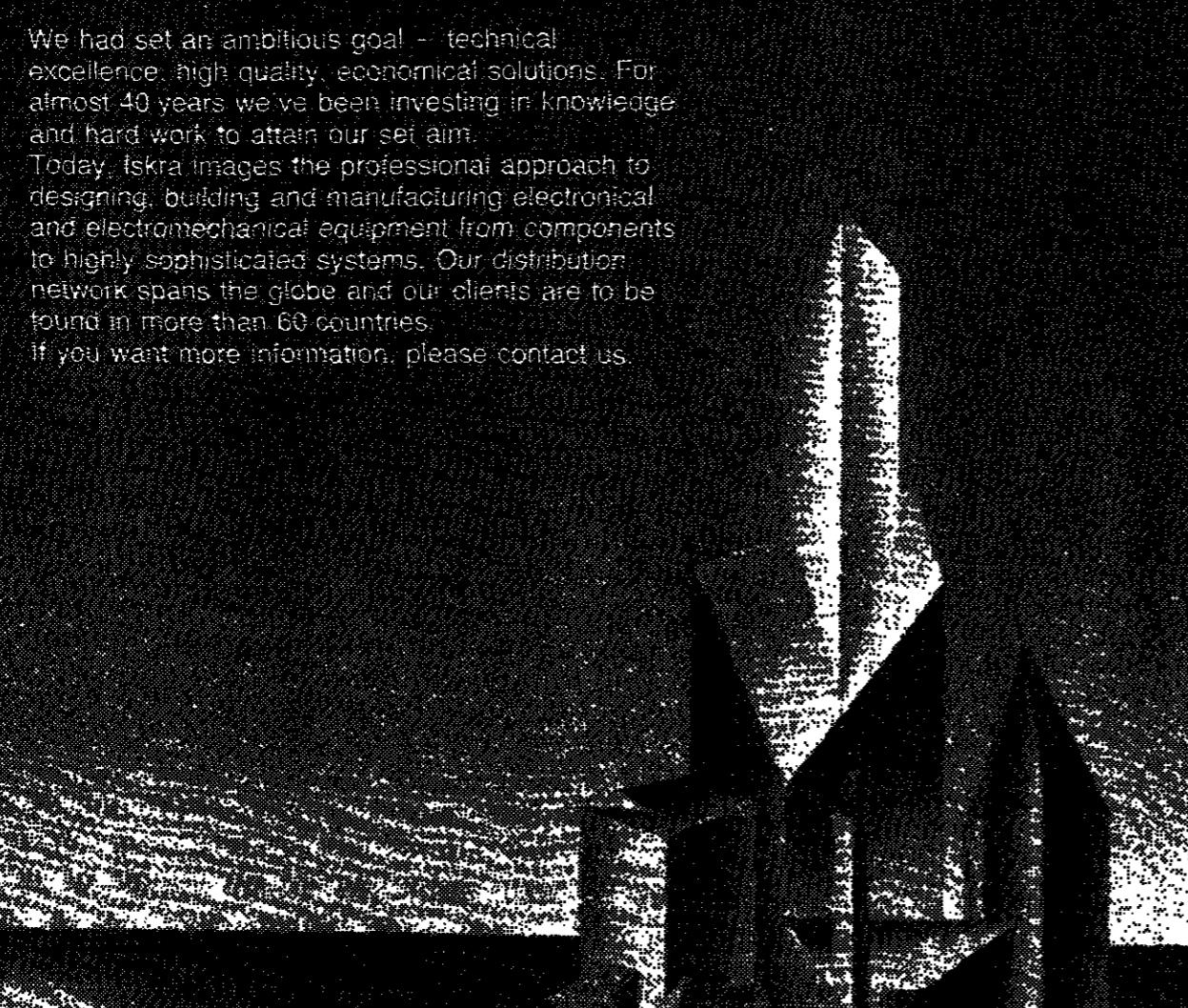
Apple's Macintosh is the most technologically advanced personal computer among the big sellers. The Macintosh uses a mouse-pointing device, comes with up to 512K of internal memory, a bit-mapped graphics display that allows multiple fonts and type sizes, and a famous user interface that has consumed your desk entirely.

The Macintosh has its disadvantages. It lacks the useful IBM compatibility, takes floppies with limited storage (400K) and has a system with closed architecture, making it impossible for a user to add additional memory or certain other enhancements.

A study of computer users by the Buffalo Organization for Social and Technological Innovation

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A SPECIAL REPORT ON SMALL COMPUTERS

## Using a Computer: The Bark Can Be Worse Than Byte

By Don Till

**WASHINGTON** — Modern personal computers (PCs) are not toys. Many of them have the power to perform all the computing required for a small business. In the home, the PC can become the center of many family activities, from leisure to serious business.

For a number of reasons, among them fear of the unknown and lack of familiarity, the PC has not yet gained the acceptance level of other consumer products. This article provides a basic introduction to PCs for the novice.

- PCs are easy to use. Most of us appreciate the benefits provided by modern electronic and mechanical devices of all kinds and are quite content to use them without any knowledge of how they work. Sit in a vehicle, switch on the ignition and activate the starter; the engine will turn. Put the car in gear and depress the accelerator and you will move forward or backward.

Behind all these simple machines lies a very sophisticated machine, well beyond the comprehension of the average motorist, yet if these few simple steps are carried out in the right order, anyone can drive a car.

Personal computers are a lot like automobiles in this respect. You do not have to know how they work to enjoy the benefits they provide. Learn a few basic functions, carry them out in the right order and you can operate a PC just as easily as you drive a car.

- Hardware and software. Personal computers all have two basic components: hardware, the parts you can see and touch, and software, the list of instructions that tell the hardware what to do. Software is provided in the form of all necessary computer instructions recorded on either tape cassette or magnetic disk.

To understand how these components work together, think of hardware as an orchestra: Everything is there, violins, trumpets, trombones and drums, but nothing will happen without a conductor and musical score in a PC, the central processor, memory, monitor and keyboard may all be there, but nothing will happen without "operating system software" (the conductor) or "application software" (the musical score).

Just as a conductor coordinates the activities of the different or-

chesa sections, system software makes sure that information is passed between keyboard, screen, floppy disk and printer in an orderly manner.

But unless all orchestra sections have a musical score in front of them, there will not be any music produced. In a PC, unless all components are using the same application software, you will not be able to write letters, calculate, access an information service or play games.

When you buy a PC, you are always provided with operating system software that matches your hardware. With very few exceptions, you cannot run that same system software on another type of PC and seldom will another PC's system software run perfectly on yours.

Application software you buy according to what you want to do, but you must also buy programs that are designed to run on your particular PC. Software designed for the IBM PC will not run on Apple, TRS 80 or Commodore, and vice versa, although you may be able to get the same software in different versions to suit each type of PC — just as you can get the same music scored differently for piano, quartet or full orchestra.

As a practical matter, loading system and application software, either separately or together, requires no special skill and takes a few seconds.

• Hardware options. All PCs must have a central processor (to do all the calculations, transfers etc.), a memory, (to store the software and your information), a monitor, (to display what you enter and computer responses), a keyboard (to enter information and commands) and a tape player or disk drive (to load software into the memory and to store your information permanently.)

The memory in the PC loses all information stored, including the program, when the PC is switched off, but you can keep it all on tape or disk for as long as you want.

Improved performance can be obtained in systems with more than the above basic components. For example, a basic system might have 64,000 characters of memory, (64k) but systems expandable to 640k and more are now available. A second floppy disk drive (the removable magnetic disks are called "floppy" because they are flexible) would provide more permanent

## Mega-Marketing by Magazine

By John C. Dvorak

**BERKELEY, California** — It is an old but firm rule: If you are going to buy a personal computer, you had better read a lot of the popular magazines beforehand. That is the way it has been since the introduction of the microcomputer in 1975 and it continues to be so today. I do not know of another industry where magazines so dominate the marketing scene.

The computer stores were quick to discover this phenomenon. The stores, at first, tried to control the flow of products with the old-fashioned sales pitch. It did not work. You could not convince a would-be buyer (whose mind was made up by the magazines) to purchase anything he or she did not already want to purchase. Store owners just hoped to have the product available for them so they would not go elsewhere. Now the stores look at the magazines to see what is hot, buy it and wait for the pre-sold customer to wander in to purchase it.

The root cause of all this is the granddaddy of the microcomputer specialty magazines, *Byte*, published by McGraw-Hill, it is available worldwide.

"It's more technical than newcomers can handle," admits a former *Byte* staffer, John Markoff, who now tracks the industry for the San Francisco Examiner. "But even newcomers to the scene can understand the general interest columns and the advertisements."

At one time, people felt *Byte* was only read for the ads. *Byte* has a *Vogue*-magazine-like allure. You just want to flip the pages to see what is happening. If you advertise in *Byte*, you are "in."

I recommend that newcomers, looking for their first microcomputer, should immerse themselves for at least three months in the best of the American-produced magazines. These include general interest magazines like Personal Computing, Popular Computing and Creative Computing. You should note, though, that the general interest magazines are suffering a subtle but disconcerting decline in popularity as established users move to magazines that just talk about their brand of computer. These are called machine-specific magazines.

Some parting advice from one who both reads and writes for these magazines. If you are a complete novice, you will pick up one of the magazines and read about "20-megabyte hard disks" and you will not know what a hard disk is (let alone a megabyte). Do not worry about it. This is one of the few industries where it is required (through these crazy magazines) to teach yourself through simple osmosis. The confusion miraculously goes away after a few months and you become the neighborhood computer expert.

color computer, RUN and Ahoy! for the Commodore machines.

And there is *Byte Magazine*. While *Byte* is written for the advanced user and hobbyist, it is still highly recommended for advertisement scanning and for an easy-to-read general interest column written by a popular science-fiction author, Jerry Pournelle.

What do some of the professionals who are in the microcomputer industry read? "We always look at England's best computer magazines when we're in England or Europe," says Ron Brown, president of Osborne Computers. "That means Personal Computer World. If you can read German, I can recommend the slightly technical Micro magazine from that country. Other than that, the best American magazines are preferred. For general news, Computerworld has versions of its magazine everywhere. They're excellent."

Mark Kvamme, vice-president at International Solutions, agrees. "All the CW-Computerworld magazines are excellent in Europe and England, but there still are no up-to-the-minute micro-oriented American newsmagazines like InfoWorld over here," he said. He and other executives in the business still need to ship over many of the American publications from home.

Many executives contract with special companies that will accept their U.S. domestic mail and remail it to them anywhere in the world for a small fee. One such company, International Postal Service of San Francisco will do it for \$15 a month plus the cost of postage. You simply use their address to receive your mail and they ship out a bundle every week by air mail. "We also accept UPS, Federal Express and drop off packages to be remained," the owner, Hiroko Thompson, said. International Postal Service comes highly recommended.

Some parting advice from one who both reads and writes for these magazines. If you are a complete novice, you will pick up one of the magazines and read about "20-megabyte hard disks" and you will not know what a hard disk is (let alone a megabyte). Do not worry about it. This is one of the few industries where it is required (through these crazy magazines) to teach yourself through simple osmosis. The confusion miraculously goes away after a few months and you become the neighborhood computer expert.

The author writes computer columns for a number of publications, including *InfoWorld* and *PC World*.

## Switching On, Internationally

**WASHINGTON** — Personal computer users are fortunate in having at their disposal a number of international networks suitable for communication from PC to PC and from PC to host computer.

The Public Telephone Switched Network (PSTN) is typically used for PC communication at 300 or 1,200 baud (300 or 1,200 words per minute). Higher speeds are possible: 2,400, 4,800, 9,600 baud, but modems are then more expensive than the \$200-to-\$600 variety designed for PC use, such as the Hayes Smartmodem.

Packet-switching networks, such as Tymnet, Telenet (United States), Transpac (France) and IPSS (Britain), were designed as interactive "database access" services to link terminals to database services such as Dow Jones, Compuserv, The Source (United States) and Data Solve (Britain). These networks consist of large numbers of computers (nodes) all interconnected by reliable, high-speed channels.

Host computers have multiple permanent connections to these networks, now available in more than 60 countries.

Some of these networks now also permit PC-to-PC communication. Tymnet's Async Outbound service permits a subscriber in France, for example, to access the Transpac network and instruct the Tymnet network to dial up a connection to a PC in the United States. Packet-switching charges are based on a combination of monthly subscription fee, connect time and characters transmitted and received.

Average charges are a \$2.50 monthly subscription, \$10 per hour connect time and \$12 per 64,000-character kilosegment.

Instead of calling an international number direct, as would be the case with the PSTN, packet-switching subscribers make a local call to their nearest node, then key in the address of the distant subscriber they wish to reach. The network alerts the node nearest to the called party, which then establishes a connection, either over leased line or dial-up via a local PSTN call.

Tymnet's recently announced X-PC service permits PCs to establish virtual connections to up to 15 hosts or PCs, which can be accessed one at a time, without the need to re-dial the network each time.

Unlike the PSTN, packet-switching networks are "intelligent," capable of alternate routing, speed conversion, error correction, flow control, fault signaling and a host of other features. One end of a packet-switched connection can operate at 300 baud, for example, while the other operates at 1,200 baud. The network makes the

speed changes and controls traffic flow. Generally, costs for a particular transaction are lower on packet switching than on the PSTN.

Circuit-switched Data L networks, running at 2,400, 4,800 and, ultimately, 9,600 baud, can also be used for PC communication, but are expensive if traffic volume is low.

Any personal computer equipped with a modem (MODulator-Demodulator) and communications software can communicate with another PC or with a host computer. In the United States, Canada and several other countries, the most common PC modems, such as the Hayes Smartmodem, follow Bell standards: Bell 103 for 300 baud, Bell 212 for 1,200 baud. Modern modems are dual speed, 300 and 1,200 baud, and switch to match the speed of the calling modem. All are full duplex, permitting simultaneous transmission in both directions.

In Europe and most other countries, modems follow CCITT standards: V21 for 300 baud, V22 and V23 for 1,200 baud.

Complicating this issue is the fact that although Bell modems work perfectly well in Europe (thousands are in daily use), and CCITT in the United States, Bell

modems are not approved for use in Europe and CCITT modems are not generally available in the United States. This is not a problem in packet switching but it is a serious problem when the PSTN network is used, since the modems at each end must be compatible. For a 300-baud PSTN connection there must be either Bell 103 modems at each end or CCITT V21s at each end.

Just as modems at both ends of a connection must be compatible, so must the PC character and code set. The common language used by host computers and PCs is either ASCII code or CCITT code 5. In basic alpha numerics, these character sets are comparable and, in both cases, a character is made up of a combination of 10 "bits" of information.

PCs, nodes or host computers linked directly together by a modem connection must operate at the same speed, with the same parity, before information can be exchanged.

The Integrated Services Digital Network (ISDN), currently in the first stages of implementation in Europe and the United States, will be the communications network of the future.

— DON TILL

### CONTRIBUTORS

**JOHN C. DVORAK** is a journalist specializing in microcomputing. He is a regular contributor to several U.S. newspapers and magazines and co-author of "Hypergrowth — The Rise and Fall of Osborne Computer Corp."

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**HELENA STURRIDGE** is a London-based journalist who contributes to several microcomputing magazines. She has participated in the writing of two books on computing.

**DON TILL** is vice president of the Los Angeles Times-Washington Post News Service and director of communications at The Washington Post.

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## BUSINESS ROUNDUP

## Consolidated Gold Fields Says Profit Rose 9% in Year

**Reuters**  
LONDON — Consolidated Gold Fields PLC, the British-based international mining and industrial group, said Tuesday that pretax profit for the year ended June 30 rose 9 percent, to £114.9 million (\$153.9 million), from £105 million a year earlier.

Sales rose 12 percent, to £1.18 billion, from £1.05 billion.

The group said the main factors behind the increase in profit prior to tax and interest were a 22-per-

**Court Says Ford Cannot Ban Sales**

**Reuters**

LUXEMBOURG — The European Court of Justice ruled Tuesday that Ford Motor Co.'s West German unit, Ford-Werke AG, can no longer block the sale of inexpensive right-hand drive cars to British motorists.

Demand for the right-hand-drive cars from dealers in West Germany surged in 1981 after British motorists found exchange rates made it cheaper to buy abroad rather than at home. But a year later, Ford said that it would no longer supply West German dealers with the cars in a bid to protect the sales of its British subsidiary, Ford Motor Co. Ltd.

The court said that Ford's move restricted competition within the European Community and it ruled that Ford must withdraw its ban on supplying right-hand drive cars to West German dealers.

cent growth in profits from construction materials, 16-percent higher profits in share dealing and a 357-percent increase, to £7.5 million, in the share of profits from Reinson Goldfields Consolidated.

RGC's higher profits came from mineral sands and copper, while gold and tin showed poorer results.

At Consolidated's Newmont Mining Corp., which showed profits 45 percent higher at £2.9 million, profits from oil increased and losses on nonferrous metals were slightly down. Gold and coal profits were lower.

Consolidated said lower profits from South African gold mining interests in the year reflected a sharp fall in the average gold price, to \$225 an ounce, from \$392 the previous year.

The increased rand price for gold produced higher dividends from the mines but this was more than offset by the rand's fall against sterling, the company said.

Profits from the company's affiliates in South Africa fell 8 percent during the year, Consolidated said.

The lower dollar gold price also adversely affected results at the Ortiz Gold Mine in New Mexico, where ore available under the present plan will be exhausted by spring 1986. Consolidated said it plans to close its operations there early next year.

A provision of \$4.1 million has been made against 1985 profits to cover the costs of closure.

In the United States, profits benefited from higher sales of pre-cast concrete pipes.

## Richardson-Vicks Rejects 2d Bid From Unilever

**Reuters**  
WILTON, Connecticut — Richardson-Vicks Inc. said Tuesday that its board rejected a revised merger bid by the Unilever group and declared the issuance of a new preferred stock to fight the unwanted takeover.

The company said it will distribute one preferred share for every five common shares in the defensive action.

Payout on the common stock will be reduced, the board said, but with the new preferred dividend, the payout per share of common stock will rise to \$1.54 annually from the pre-authorization level of \$1.48.

Last week, Richardson-Vicks rejected as inadequate an unsolicited bid from the British-Dutch consumer products giant of \$54 a share. In a revised bid on Monday, Unilever's U.S. unit offered \$56 per share for a friendly merger and \$54 a share if Richardson did not approve.

Lufthansa to Buy Boeing Jets

**The Associated Press**

COLOGNE — Lufthansa, West Germany's state-owned airline, announced Tuesday that it would buy 10 Boeing 737-300s to be delivered in late 1986. The deal also includes options for 10 more short- and medium-range aircraft.

## Apple, Piqued by Talent Raid, Will Not Back Venture by Jobs

**By Donald Woutar  
Los Angeles Times Service**

CUPERTINO, California — Apple Computer Co., upset that its chairman, Steven Jobs, had raided the company of at least five executives for a mysterious new computer venture, will not invest in the venture, Apple officials indicated Monday.

The raid on Apple talent also raised conflict-of-interest questions about Mr. Jobs' future as chairman of the company he helped to found eight years ago.

An Apple official said the board initially voted in favor of the new venture, but that there was a reassessment when the resignations occurred.

There were rumors that two more employees quit Monday to join Mr. Jobs, although Apple denied it. Mr. Jobs and the five whose resignations have been confirmed did not return phone calls Monday.

Mr. Jobs, 30, was removed from daily operational management in a shake-up at the company earlier this year, but remains its largest shareholder, with about a 9-percent holding.

Mr. Jobs notified the board last Thursday that he was forming an unspecified new venture in the education field. The company said Mr. Jobs told them that the new product would not compete with Apple and that he would not raid the company for employees.

On Friday, according to the company, Mr. Jobs presented a list of five veteran Apple employees — including an original developer of Apple's Macintosh computer — who were resigning.

"They're all computer jocks; it could be almost anything electronic," said Richard Matlack, president of Infocorp, a market research company here. "The interesting part is the conflict-of-interest situation. You can stay chairman of a company and run another one if it's not in competition, but when you start siphoning away Apple's key resources, I don't know."

The decision by Mr. Jobs to strike out on his own confirmed suspicions raised during the summer when he sold 1.35-million shares of Apple stock valued at up

to \$20 million. What he had in mind remained a secret.

Apple officials said Mr. Jobs told the board little about his new product except that it was aimed at education markets.

One of the employees leaving to join Mr. Jobs is Dan Lewin, who has headed Apple's marketing program for schools.

"The new venture seems to further Mr. Jobs' estrangement from Apple and John Sculley, the president he recruited from PepsiCo to bring

Two weeks after the ouster of Mr. Jobs, Apple laid off 1,200 employees and shut three of its six plants.

sional management to the fast-growing computer company.

Mr. Jobs was ousted from day-to-day operations in May after he opposed cutbacks that Mr. Sculley thought were needed in light of the severe slump in the personal computer industry.

Mr. Jobs, Apple laid off 1,200 employees and shut three of its six plants.

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## BOOKS

## A MAGGOT

By John Fowles. 455 pages. \$19.95.

Little, Brown, 34 Beacon Street, Boston, Mass. 02106.

Reviewed by Herbert Mingang

SEVERAL years after writing "The Collector," "The French Lieutenant's Woman" and other novels, John Fowles provided the text for a fine book of photographs by Barry Brukoff called "The Enigma of Stonehenge." In it he described his fascination since boyhood with those mysterious boulders standing in solitude on the Salisbury Plain. Recounting the theories about the ancient monument as a religious temple or astronomical calendar or both, his hand was sure. Now, by a leap of the imagination, Stonehenge plays a significant part in his new novel, "A Maggot."

It could be called a Gothic mystery-story. Set in the 1730s, it goes beyond the ceremonies of the modern disciples of the Druids — one character uses Stonehenge for sexual purposes. Fowles, in the quaint diction of the period, writes, "He pointed to a great stone that lay imbedded flat beside others that still stood and told her to lie upon it, for such was the superstition, or so he said, that a woman taken there might help a man regain his vigors."

Is a prologue and an epilogue. Fowles invites the reader to share his inspirational process about the origins of "A Maggot." This direct address between writer and reader is a venerable literary device, designed to establish a storytelling bond, which few authors employ nowadays because it can sound pretentious and break a mood anachronistically. Fowles says that for some years before writing his novel, he envisioned a small group of mounted travelers, faceless and without any apparent reason, riding against a deserted landscape. "The riders never progressed to any destination, but simply rode along a skyline, like a sequence of looped film in a movie projector."

So, too, his novel begins, with travelers crossing a remote upland in the southwest of England — the region where the author lives and the scene of "The French Lieutenant's Woman." But "A Maggot" is strewn with obstacles. The author's fictional method is difficult to sustain: court depositions in question-and-answer form that make the novel repetitious and circuitous instead of artful and exciting.

Any transcript of court testimony is turgid enough to read; the archaisms are even worse if

the time frame is the reign of George II. With due regard for Fowles's inventiveness, long stretches of "A Maggot," read like the research sketches of the novel itself. Bestire for a novel instead of the novel itself. Bestire for the hard surface of "A Maggot" is a tale of a woman who was forced to work in a "hovel" (the author's word), of lonely wealth, sexual repression and voyeurism, of temporal anxiety, the servent class, second-class justice for the poor, religious movements in a smoky church — including Quakers, Shakers and dissenting forms of worship. All this is implicit in Fowles's story, which is long on atmosphere and short on narrative.

Clearly, Fowles has a great deal to say about social justice, religious expression and human freedom. It would be wonderful if in a future book he said it — in fiction or fact — through people who lived in the last quarter of the imperious 20th century.

Herbert Mingang is on the staff of The New York Times.

## BEST SELLERS

The New York Times  
This list is based on reports from more than 2,000 bookstores throughout the United States. Weeks on list are not necessarily consecutive.

## FICTION

Top Ten Books  
Last Week

|    |   |    |
|----|---|----|
| 1  | LAKE WOBEGON DAYS, by Garrison Keillor      | 3  |
| 2  | LUCKY, by Jackie Collins                    | 13 |
| 3  | SKELETON CREW, by Steven King               | 5  |
| 4  | THE FOURTH DEADLY SIN, by Lawrence L. Buell | 9  |
| 5  | THE TWO MRS. GRENVILLE, by Dominick Dunne   | 1  |
| 6  | THE HUNT FOR RED OCTOBER, by Tom Clancy     | 1  |
| 7  | LOVE'S OWN DOVE, by Larry McMurtry          | 1  |
| 8  | SO MUCH, TOO SOON, by Jacqueline Briskin    | 1  |
| 9  | THE CIDER HOUSE RULES, by John Irving       | 1  |
| 10 | JULIA SACKETT, by Louis L'Amour             | 13 |

|    |  |    |
|----|--|----|
| 11 | TOMORROW COMES, by Sidney Sheldon          | 14 |
| 12 | HOLD THE DREAM, by Barbara Taylor Bradford | 1  |
| 13 | LESSONS IN ZERO, by Best Eastern Film      | 1  |
| 14 | THE CLASS, by Edie Sedgwick                | 17 |
| 15 | FALL FROM GRACE, by Lucy Collins           | 15 |

NONFICTION

|    |   |   |
|----|---|---|
| 1  | YEAR: An Autobiography, by Chuck Yeager                               | 1 |
| 2  | MARCA: A Self-Portrait, by Lee Marvin                                 | 2 |
| 3  | A PASSION FOR EXCELLENCE, by Tom Peters and Nancy Austin              | 1 |
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## SPORTS

**Scotland's 'Big Man' Departs at 62***International Herald Tribune*

LONDON — The demons of a tragic summer are far from exorcised.

Last Tuesday and Wednesday, when major soccer so palpably needed to radiate joy, it instead emphasized its brutality, its barren rejection of adventure, its lethal off-shoots.

World Cup matches in six European cities produced five negative stalemates. The only losers were the French, those

**ROB HUGHES**

Cavaliers of artistry. In all, a pitiful six goals were wrung from 540 minutes' play in front of a quarter of a million spectators.

Mercifully, the fans behaved. Some players did not, kicking at fellow professionals with cynical disregard for the consequences.

In Cardiff, Welsh and Scottish players collided with such reckless ferocity, such catastrophic intensity, that another man died.

This time it was somebody famous. Jock Stein, Scotland's manager for seven years, collapsed and died at the final whistle.

Stein was among the most revered figures in what we absurdly call a game.

He loved, and feared, the damn game so much it killed him.

Rather the awful stirs — the winner-take-all disease that he once knew how to handle — overburdened the heart he had been warned was at risk.

Seeing "the big man," as he was known and in many ways really was, carried from the touchline provoked numbing shock; quite why is difficult to rationalize.

Surely we have not forgotten leading managers in England, the Netherlands, Czechoslovakia and West Germany who have suffered heart attacks in the past two years. Or the Yugoslav national team physician who died suddenly during the 1984 European championship.

It begins to look endemic, an industrial hazard in an overstressed industry.

If governments were not themselves sometimes so ready to exploit the sport's emotive potency, they might slap a health warning on it.

The vulnerability of managers is obvious. Their performing days over, they become sedentary overlords, living by results that depend increasingly upon others' physical output.

Stein's deification in Scotland came in part from his persuading players to give everything and, in the words of one Celtic player, "to extract a further percentage."

At Glasgow Celtic in the 1960s, the big man instilled in his team spirit akin to his own during his 11 years as a hewer of coal.

Underground for eight hours a day, Stein once observed no man could count his work done until his mates had finished too: Through respect, fear and love, they instinctively watched out for one another.

There was more than football in Jock Stein in those days. A leggy centerhalf, hard and left-footed, he did not extract a living from soccer until he was 27 — and then as a Celtic reserve.

That he should, at 31, captain Celtic to the league and Scottish Cup double of 1954 speaks volumes for his character.

When injury terminated play, Stein molded youngsters who would be the foundation of the finest club side Scotland (and possibly all of Britain) had ever seen.

Men of the caliber of Billy McNeill, Bobby Lennox, Tommy Gemmill and Bertie Auld swore that Stein made them what they are. David Hay, now Celtic's manager, and Kenny Dalglish, Liverpool's player-manager, came later but say the same.

They all knew the wrath of the big man, the kick up the backside when they broke club discipline; they also knew the game that were Stein's.

His 1967 team broadened Scottish soccer's horizons. By ouplaying Inter Milan to win the European Cup final, by relentlessly attacking and stripping down the destructive cause-and-effect defense of Helenio Herrera, Celtic hauled soccer out of a phase as unwanted as today's.

Stein's instruction was simply to "defend in the other team's penalty area."

Of necessity, an early Italian goal obliged Celtic to comply, and after the 2-1 Scottish triumph the late Bill Shankly, another legendary team-builder, said: "Jock, you are now immortal."

A Protestant leading his country's premier Catholic club, Stein earned at least a second bar to immortality. Celtic was champion under him 10 times, including 1971, when he had rebuilt an aging side from scratch.

The clamor for Stein to take over Scotland's national squad was finally answered in 1978.

The football association's stinginess and the big man's pride had kept them poles apart while Scotland lurched from tournament to tournament, kamikaze on the field, hara-kiri drunk off it.

I truly believe Stein was never able to give Scotland his best. He was 56 when he accepted, already warned to slow down because of a suspect heart.

He had survived near-fatal chest injuries in a 1975 car crash, when he — a noted teetotaler — was the victim of a drunk driver.

But he was quite so sure of himself afterward, quite so demanding of players, quite so courageous?

Stein's brand of management may never have translated to the national level. At Celtic he lived players' lives with them, often from adolescence; with Scotland he borrowed men a few days at a time.

His priorities had been a settled team playing patient soccer from the back, "cutting out fighting football." Yet his selections were restless — 32 players in his first 11 matches — and his tactical variations were beyond even the senior men he often chose.

The pressure in Cardiff last week was enormously self-induced. Having, as Stein generously conceded, been outfoxed by Wales in Glasgow, the Scots had to draw to avoid elimination.

Draw they did, by a horrendously tortuous route. Warning instincts, deployed by Stein, disfigured the start and cost Alex McLeish a booking for a foul that could have ended Ian Rush's season.

Then two defenders collided, Stein's experimental sweep-



Jock Stein in 1970

... A victim in an overstressed industry.

system disintegrated and Scotland was a goal down. Blood pressure stayed high for an hour. Only when Wales sagged, when substitute Dave Cooper ran at the Welsh with an old-fashioned winger's flair, did the Scots threaten.

They were saved by a lucky penalty, awarded after the ball struck — surely unintentionally — a Welsh hand. Every Scot in the stadium, except Stein, leapt to his feet.

Stein did rise, or fractionally before, the final whistle apparently to remonstrate with a photographer. He fell, holding his chest. Whether he appreciated that his mission was accomplished we shall never know.

At least we should not deny that the substitution of Cooper for Gordon Strachan was the master's shrewd last act of courage. Time will tell if it gets Scotland to the World Cup finals.

Had the big man not left so early, at 62, we might now be contemplating the first round of European club competitions. Alas, we would be saying they are denuded, or rid, of English clubs that dominated the past decade.

There is no getting away from tragedy, no hint that the business contains enough of a game to bring better times.

**Gooden and Tudor Match Victories, But Cardinals Widen Lead Over Mets**

Compiled by Our Staff From Dispatches

NEW YORK — Within the race for the National League East title between the St. Louis Cardinals and the New York Mets, John Tudor and Dwight Gooden are waging an individual war.

Until recently it appeared certain that Gooden would add the Cy Young Award to the rookie of the year designation he earned last season. Now Tudor is firmly in the picture: the divisional title as well as recognition as the league's top pitcher seems to hinge on their performances in the stretch run.

Both recorded victories on Monday, but the Cardinals moved a full game ahead of the Mets by sweeping a doubleheader in Pittsburgh.

Gooden raised his record to 21-4 with a 1-8 start. Tudor improved to 19-8 with an 8-4 victory in the opener. His string of scoreless innings was snapped by Bill Almon's grand-slam in the fourth. Tudor allowed eight hits, walked four and struck out two in his six innings of work.

"I didn't imagine this would be happening," said Tudor, who has supplanted Joaquin Andujar as the ace of the Cardinal staff. "It's been fun. I've always felt I was a half-decent pitcher — not a yearly 20-game winner — but that I could win 14, 15, 16 games a year."

Andy Van Slyke and Terry Pendleton each drove in two runs in support of Tudor. In the nightcap, Willie McGee singled home Vince Coleman in the eighth inning to break a 1-1 tie and the Cards won on an inning short of the Met record.

Padres 4, Dodgers 2: In San Diego, Carmelo Martinez hit a three-run seventh-inning home run that broke a 1-1 tie and the Cards won on the team record of 39.

Twins 7, Rangers 6: In Cincinnati, Gary Gaetti's home run with one out in the 11th got Minnesota past Texas. After striking out Mark Salas, Greg Harris came in with a fat 3-0 pitch that Gaetti lined over the left-field fence.

Brewers 5, Red Sox 3: In Milwaukee, Bob Ojeda balked Ted Simmons home with the go-ahead run, helping a two-out, three-run seventh-inning rally by the Brewers.

first major-league complete game, and Joe Cruz, Jerry Mumphrey and Denny Walling homered to help Houston win its sixth straight.

Expos 8, Cubs 5: In Montreal, Scott Thompson broke a 5-5 tie with a sacrifice fly in the seventh, and Tim Raines added a two-run single as the Expos handed Chicago its fifth consecutive defeat.

Mariners 3, Royals 1: In the American League, in Seattle, Mike Moore's five-hitter and a two-run homer by Danny Tartabull carried the Mariners past Kansas City.

Indians 9, Yankees 5: In New York, Julio Franco hit a two-run triple during a six-run ninth, and Andre Thornton hit a pair of two-run homers as Cleveland handed the Yankees their fourth straight setback.

Orioles 14, Tigers 7: In Detroit, Cal Ripken's two home runs led a six-homer barrage that buried the Tigers. Baltimore had 19 hits and racked up 41 total bases, to break

the team record of 39.

Astros 7, Braves 2: In Atlanta, a four-hitter gave Jeff Heathcock his

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**VANTAGE POINT / Steven Crist**  
**Early Retirements Hurt Racing**

New York Times Service

legislatures approved furosemide and such painkillers as phenylbutazone to keep sick and tired horses racing year-round, the prescription for bleeding was rest. Spend a Buck's reputation and ability would have been clouded by his having run on furosemide in the Kentucky Derby and the Monmouth Handicap, and he will not be given a chance to recover and come back next year.

The premature retirement of top 3-year-olds has become rampant in the last decade. It began with Secretariat, but there was a good excuse. Penny Chenery, Secretariat's owner, had to syndicate him before his 3-year-old season in order to pay the estate taxes on Meadow Stud when her father died in early 1973.

But the three top 3-year-olds of the mid-1970s had sportsmen for owners decided to do just that, which hardly seemed appropriate for a horse that many consider the best in the country, or for a game with any pretense of being as much a sport as it is a business.

There was no reason Spend a Buck could not have come back next year. A long vacation would have done him a lot of good, especially since he had developed a bleeding problem. That had already restricted him to races in states that permit the race-day use of furosemide, a volatile diuretic that controls hemorrhaging but also is widely believed to improve overall performance.

In the days before greedy state

**SPORTS BRIEFS****Czechoslovaks Barred After Dope Test**

PARIS (AP) — Czech athletes Zdenka Silhava, the women's world record-holder in the discus, and Renata Machura, who won the shot put at the recently completed World University Games, have been banned from competition for life by the European Athletic Association after failing dope tests at the European Cup in Moscow in mid-August.

The bans, announced here Monday, are automatic first punishment for failing the tests. But the Czech federation may appeal for the athletes' reinstatement after 18 months.

**Watanabe Stops Katsuma, Keeps Title**

OSAKA, Japan (AP) — Champion Jiro Watanabe floored fellow Japanese Katsuma four times and retained his World Boxing Council junior bantamweight title here Tuesday when the scheduled 12-round fight was stopped in the seventh round.

Watanabe, 30, knocked Katsuma down twice in the fourth round and twice in the seventh, when U.S. referee James Jenkins stopped the fight at 1:26. It was Watanabe's third title defense and 25th victory lifetime; he has lost once. The 27-year-old Katsuma, ranked sixth by the WBC, absorbed his ninth defeat against 17 victories and a draw.

**Quotable**

• New York Yankee owner George Steinbrenner, after watching Dave Winfield fail to deliver in a clutch situation: "Where's Reggie Jackson? I need Mr. October and I've got Mr. May."

The good news is that the stallion market has probably peaked. There is already a glut of overvalued stallions, and the annual foal crop is growing more quickly than the demand for horses. Perhaps in a few years, a Spend a Buck will not be worth the \$15 million to \$20 million he is commanding as a stallion, and to make him worth that much, his owners would have to make him prove a lot more.

In the meantime, Spend a Buck will continue to race in the early years as a question mark. Nobody will really know how good they were, whether or not they deserve mention in the same breath as Seattle Slew, Affirmed and Spectacular Bid. They never had a chance because their owners took the best of his crop.

• In 1984, Devil's Bag was sent home with a bone chip — which would have cleared up in six months — because the syndicate that bought him had agreed not to risk devaluation by bringing him back as a 4-year-old.

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## OBSERVER

## The New Villain-in-Chief

By Russell Baker

**N**EW YORK — The triumph of Republican conservatism has produced remarkable cultural changes. Who, for example, is the man everyone now loves to hate? Fidel Castro, of course.

Great political movements always require a villain-in-chief, a hobbler who can be summoned to revive the faithful when their juices have grown sluggish with too much triumph. When liberalism and Democrats ruled the nation, the villain-in-chief was Herbert Hoover.

Fidel Castro is the new Herbert Hoover. Democrats and liberalism could have had Fidel Castro themselves at one time, but they were afraid he was bad luck.

President Kennedy (Democrat, liberal by today's definition) got into a terrible mess trying to destroy Fidel Castro militarily at the Bay of Pigs.

Afterward Kennedy let the CIA try to make Fidel Castro's beard fall out. It didn't work. So he let the CIA traffic with Mafia hit men to murder Fidel Castro. Another fail-

ure. After that the Democrats felt jinxed by Fidel Castro. Sure, on political campaigns they went to Cuban Miami and said they hated Fidel Castro, but that was not like the old days when they crisscrossed the continent getting the masses to kiss Herbert Hoover for causing the Great Depression.

Herbert Hoover was good luck for Democrats and liberalism, and a curse to Republicans and conservatism. At the end, when time had done its awful work, most voters probably didn't know Herbert Hoover from J. Edgar, and thought the Great Depression was a geological curiosity on the moon.

Fidel Castro was there for conservatism to take, and it made him the new Herbert Hoover. What is his villainy? He is exporting communism. You mustn't say, "But haven't bearded, long-winded men been exporting communism ever since Karl Marx?"

The beauty of having a really top-drawer villain-in-chief is that people who ask sensible questions can be hissed just as enthusiastically for being sensible as the villain-in-chief can be hissed for being villainous.

There are other fascinating cultural changes. The old bleeding-heart liberal, for instance, is being driven off the political map by victorious conservatism just as effectively as neighborhood shoe-repair shops are being pushed off Manhattan Island by triumphant real-estate-ism.

The bleeding-heart liberal is now replaced by the stony-heart conservative. The difference? In the old days, if a broken-down horse collapsed in the street the bleeding-heart liberal lobbied the government to set up a network of nursing stations where broken-down horses could spend their declining years in comfort and dignity.

Nowadays, seeing the collapsed horse, the stony-heart conservative orders a study to determine how many broken-down horses per week collapse at that location and, if the figure is promising, borrows capital to build a glue factory on the site.

The knee-jerk liberal is not quite gone, but almost. How conservatives used to love getting together at the club and laughing about the latest knee-jerk liberal folly. Little did they know that political nature abhors a vacuum, so that after conservatism did away with knee-jerk liberals, the country raised up armies of knee-jerk conservatives.

It was only last spring that triumphant conservatives were sneering at the usual knee-jerk liberal reluctance to pinning Nicaragua for letting Fidel Castro export communism. Hard-headed conservatism required us to be actively interventionist in the cause of democracy, did it not?

It did not. Since an actively interventionist economic policy toward South Africa was proposed this summer, knee-jerk conservatism has made nonsense of logic. For reasons that conservatives will sit up all night explaining to you if you are not careful to have a prior engagement, conservatism approves repressive government in South Africa and detests repressive government in Nicaragua. As the politicians say in Chicago, "Plus ça change, plus c'est la même chose."

New York Times Service

## John Fowles

By David Remnick  
Washington Post Service

**N**EW YORK — Most mornings John Fowles wakes in his 18th-century stone house in Lyme Regis on the southwest coast of England. He is free of city sounds. The sea is a quarter-mile down the road. A bizarre garden runs around the house. "It's the enormous privilege of not living in the city that I enjoy," he says. "I need the isolation."

So when Fowles, in his reluctant stab at playing the artist-as-salesman, comes to New York to push his new novel, "A Maggot," his role as isolate is not easily yielded. There is not one but a passel of "Do Not Disturb" signs on his hotel doorknob. One must knock about 14 times before he comes to the door. He has the look of an exhausted vacationer. He is 59, has a full beard, lousy teeth and a voice full of plaintive singsong.

"At the moment I'm not working on anything. After you finish, you are intensely depressed. It doesn't much matter whether the reviews are good or not. You feel empty, a field lying fallow, and you must let it stay fallow awhile."

You love a book when it's being written. You are so close to it. You're the only person who knows it and it's still full of potential. You know you can improve it. Then suddenly there's the dreadful day when you have the printed proof texts. You get a feeling of that's it. This is the final thing and I shan't have a chance to change it. It's a feeling of death, really."

Critics and a wide audience have long praised his work, especially "The Collector," "The French Lieutenant's Woman" and "The Magus." There is a wildness about Fowles' work that is rare in most of the recent novelists admired in Oxford. Fowles teases, dares his readers. Though his books are mid-debut they are challenging, a curious blend of 18th-century play — the tradition of Daniel Defoe, Samuel Richardson and Laurence Sterne are behind him — existentialist philosophy and modern voice.

In "The French Lieutenant's Woman," for example, Fowles told a story set in old Lyme Regis, interrupted the tale in the voice of the contemporary, omniscient author and let the reader choose between two endings.

"Yes, the endings in that book really brought the mail to my doorstep," he said. "But I like to experiment with that great mystery, the part the reader plays in the experience and form of the novel."

"A Maggot," his 14th work, has upon first hearing the least intriguing book title since "The Female Eunuch." But in this case a maggot is meant as an odd notion or whim, and in a prologue Fowles describes his whim, the inspiration for the novel. He writes of imagining a group of travelers on horseback riding along a barren landscape: "The riders never progressed to any destination, but sim-

ply rode along a skyline, like a sequence of looped film in a movie projector."

Soon the mood narrative yields to a news report from The Western Gazette: One of the five riders has been found hanging from a tree; the others have dispersed. Suddenly "A Maggot" becomes a series of depositions, question-and-answer chapters conducted by an odd detective named Henry Ayscough.

The story is reminiscent of the Japanese tale by Ryunosuke Akutagawa called "In a Grove," or, more familiarly, "Rashomon." Like Fowles, Akutagawa finds intrigue in the way people lie or see things askew. Reality here is the sum total of perceptions and misperceptions. Again, the ending is left to the reader.

"There was one source I used extensively for 'A Maggot' — a book by a Lord Littlejohn called 'Persian Letters.' He simply described a Persian touring London. As usual, it was a device to satirize London. It was published the same year I set my book, 1736. It helped me get the feel of how people spoke, of what writing was like. I also used The Gentleman's

Magazine, which is a great scholarly source book. The French novelist Alain Fournier, who is my most important modern influence, once said something that moved me very deeply: 'I only like the marvelous when it is strictly enveloped in reality.'

A photographer arrives. Fowles' wife, Elizabeth, lopes across the room and removes her husband's spectacles. Fowles does not move. He seems accustomed to such gestures.

Fowles is the son of a suburban cigar importer. He read French at Oxford, taught school in Greece and began writing in his early 20s. He sent a "perfectly wretched" book of travel pieces on Greece to Paul Scott, who was an agent before writing "The Jewel in the Crown." Scott did not encourage the travel writing but did admire a passage of "semifictional prose." That probably started me as a novelist," said Fowles.

The insistent simplicity of his life — gardening, writing long evenings reading Matthew Arnold by the fire — began when he left London 19 years ago and began to publish his first works. In "A Maggot," he writes admiringly about the Shakers' religious group.

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"New York at this moment makes me think of the Shakers, the severity and simplicity of their lives. New York is an impossibly rich city. There is so much to do here that one does nothing, so much to buy here that one buys nothing."

"I somehow feel places like New York are enormously rarefied, isolated forms of human society. They're not real. It's not just flying to New York, it's flying to a different planet. If you fly to Los Angeles it's another planet still."

"I just read an article how the great social activity in California now is shopping. That is a very sick and peculiar thing to a staid European like myself. Cities are neurotic. I think people who live in the country, the provinces, are lucky. If people were economically free to move I somehow think there would be an enormous exodus from places like Chicago or New York or London."

Rain clicks against the windows. Fowles has endured the "Today" show and now another nosy questioner. If given the choice, he might grab a cab and beat it for the nearest Jet. With no projects at hand, it's the perfect season for tending house.

"I have times when I am not writing at all. If I'm not answering letters I'm in my garden. Lyne is roughly like San Francisco in climate, so we get away with all sorts of subtropical plants. If we have a bad winter I lose them. It's a wilderness in the garden. I've seen real gardeners turn white as the go-round it."

## Author Fowles: "Do Not Disturb."

ply ride along a skyline, like a sequence of looped film in a movie projector."

Soon the mood narrative yields to a news report from The Western Gazette: One of the five riders has been found hanging from a tree; the others have dispersed. Suddenly "A Maggot" becomes a series of depositions, question-and-answer chapters conducted by an odd detective named Henry Ayscough.

The story is reminiscent of the Japanese tale by Ryunosuke Akutagawa called "In a Grove," or, more familiarly, "Rashomon." Like Fowles, Akutagawa finds intrigue in the way people lie or see things askew. Reality here is the sum total of perceptions and misperceptions. Again, the ending is left to the reader.

"There was one source I used extensively for 'A Maggot' — a book by a Lord Littlejohn called 'Persian Letters.' He simply described a Persian touring London. As usual, it was a device to satirize London. It was published the same year I set my book, 1736. It helped me get the feel of how people spoke, of what writing was like. I also used The Gentleman's

Magazine, which is a great scholarly source book. The French novelist Alain Fournier, who is my most important modern influence, once said something that moved me very deeply: 'I only like the marvelous when it is strictly enveloped in reality.'

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## PEOPLE

## Spy Wins Literary Prize,

The Norwegian spy Arne Treholt has won a literary award for an account of his nine years of espionage and his arrest and interrogation. Treholt, 42, a former senior diplomat and junior minister, was convicted in June of spying for the Soviet Union and Iraq, and sentenced to 20 years in prison. He wrote the book while awaiting trial after his arrest in January 1984.

Treholt, who has said he will appeal the sentence, won second prize and a 25,000-kroner (\$3,000) award in a competition for documentary books organized by a Norwegian publisher. Readers of his manuscript cited his vivid account of meetings with KGB agents and his attack on the methods used by his interrogators.

The cartoonist Gary Trudeau, Charles Schulz and Milton Caniff have asked almost every major U.S. newspaper comic-strip artist to devote Thanksgiving Day's strip to world hunger. "I don't think there's ever been a simultaneous effort on the part of all comic-strip artists like this," said Schulz, creator of "Peanuts." Schulz, Trudeau ("Doonesbury") and Caniff ("Steve Canyon") also proposed accompanying advertisements soliciting donations to USA for Africa, which began as coordinator of the "We Are the World" effort by rock stars. Trudeau, who is in charge of the project, has just published "Check Your Eggs at the Door," a collection of his strips on the USA for Africa rock recording sessions and trips to Africa; proceeds will go to famine relief. The original Thanksgiving Day strips will probably be auctioned to raise funds, said USA for Africa's chief organizer, Ken Kramer. . . . A team of 15 amateur climbers from Pennsylvania, New Jersey and Massachusetts is preparing to climb Mount Kilimanjaro in November in an effort to raise \$100,000 for world hunger, said Dr. Paul Diamond, a Philadelphia pediatrician and spokesman for the project.

Christo has started draping sand-colored cloth between the pylons of Paris' oldest bridge to transform it into what he says will be a giant, luminous sculpture. Work on the Pont Neuf project began last week with a steel structure to hold 430,000 square feet (40,000 square meters) of material. The draping of the cloth had been expected to begin Saturday, but started Monday instead.

The French mathematician Jean-Pierre Serre and the Austrian-born British art historian Sir Ernst Gombrich received the yearly Balzan Foundation prizes Tuesday; each carries an award of \$104,000. Serre, 59, was cited for his contribution to algebraic geometry and topology. Gombrich was honored for his interpretation of the history of Western art.

Eight years after leaving Vietnam, Luc Pham has been named teacher of the year in Salt Lake City, Utah, where he teaches English. Most of his students, in grades one through six, are Asian.

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